Weekly Commerce

Trade Mission

Business Bulletins *from around the world*

AUSTRALIA—Expenditures on oil exploration reached more than $272 million including $48 million in financial year ending June 30. Total expenditure made up of over $226 million by private firms, over $47 million in subsidies by Federal Government. Greatest outlay was in Queensland, where $5.6 million was spent in past year. Over same period, more than $1.6 million was put into oil search in Western Australia, more than $1.1 million each in Victoria, New South Wales.

Contracts valued at $40.3 million have been let for further stage of electric power station at Hazelwood, about 120 miles east of Melbourne in Latrobe Valley, Victoria. When completed, project to give Hazelwood electric power output of 1,020,200 kw., equal to more than half of electric power presently generated in Victoria from all sources. One contract, worth $30.7 million, went to Babcock and Wilcox of Australia, Pty., Ltd., for 2 huge boilers. Second, worth over $9.8 million, let to C.A. Parsons and Co. for 2 generators, each with 200,000 kw. output.

BELGIUM—Government broadens coverage of compulsory health insurance system, adding self-employed professional people, artisans, farmers, owners of small businesses to wage, salary earners already covered. New decree brings almost 1 million additional persons under program.

U.S. exports to Belgium-Luxembourg amounted to about $173.1 million during January-April, increase of 17% over comparable 1963 period. U.S. share of market fell, 9.25% to 8.80%. Total imports for same period were $1,965 million up 23% over 1963.

FRANCE—Wages in private industry rose 3.8% during 1st 6 months.

French imports from foreign currency areas in 1st 6 months were $4,364 million. Exports totaling $3,719 million covered imports by 85%.

Spring Cotton Mills together with French textile manufacturer to produce household linen in Rouen under name, Rousselin-Legrand Spring.

Mead Corp. of Dayton to produce special cardboard packaging with French manufacturer.

Havas-Conseil, largest advertising agency, had 1963 billings of $30 million, is now world's 21st largest.

INDIA—Industrial production during April 1963-March 1964 rose faster than in any previous year of Third Plan. Rate was 9.2%, compared with 8% in 1962-63, 6.4% in 1961-62. Machine tool industry recorded 57% increase in 1963-64, compared with 1962-63.

The following 10 U.S. companies received Indian Government approval for joint ventures with Indian partners during April-June 1964: Chicago Blower Corp., industrial blowers; International Paper Co., paper and newsprint; Beloit Corp., paper-making machinery; Remco Products Corp., engine valves; Wagner Electric Co., fractional horse power motors; Anthony Co., hydraulic hoists, tipper and dumper bodies; Western Corp., landing gear or vertical front support; ACF Industries Inc., carburetors, fuel pumps; Twin Disc and Clutch Co., power transmission equipment; and Rudy Manufacturing Co., refrigerator evaporators.

NETHERLANDS—Pittsburgh Plate Glass Co. forming 2nd U.S. joint venture with Netherlands State Mines—Columbia Nipro Corp., for production of caprolactam.

Production of DAF's, only Dutch-made passenger cars, to reach 100,000 mark this month.

Automobile registration topped 1 million in July, 1 car for every 12 persons. Registrations expected to triple by 1974.

NIGERIA—Recent offer to public of 1 million shares of stock at $1.40 per share by Nigerian Tobacco Co. (NTC) oversubscribed by nearly 50%. Response from public demonstrates well-managed, financed company can raise appreciable amount of capital on Lagos Stock Exchange.

NORWAY—Imports from U.S. increased by 19.1% in May compared with May 1963; U.S. share of market increased from 7.1% to 9.6%. Higher purchases from U.S. were grain, chemicals, non-ferrous metals.

PARAGUAY—Cattlemen's cooperative plans construction of 100-head-per-day meat slaughtering, packing plant in Villarica.

SOUTH AFRICA—Bosal Afrika, country's largest manufacturer of motor vehicle exhausts, jacks, acquires modern tube mill for company's new factory in Eastern Cape. $700,000 facility expects to begin production within few months.

SWITZERLAND—Imports from U.S. climbed to $163 million in first half of 1964, nearly 20% over January-June period of 1963. Total Swiss imports increased by 14%; U.S. share of those imports rose from 8.6 to 9%.

THAILAND—Construction of $4.5 million fertilizer plant, first in country, now under way near Mae Moh lignite mines. Company officials anticipate producing 100 tons of ammonia per day. 30,000 tons of urea, 60,000 tons of ammonium sulphate to be produced annually from ammonia. Two-thirds of sulphur needed for ammonium sulphate production must be imported. From expected increase in utilization of nitrogenous fertilizer should come many excellent opportunities for U.S. exports of spreading equipment, other related products.

Government announces 5 year, 5,000 km. road paving, asphalting project for national highway system. First year expenditures to total $50 million. Construction of new super highway and at least 5 additional roads totaling over 900 km. planned. IBRD expected to provide $25 million in financial assistance. Private engineering, supply contractors invited to participate. Construction to be under Thai Highway Department.

YUGOSLAVIA—After January 1, 1965, Yugoslav citizens may be allowed to take $40 in foreign exchange with them on tourist trips outside Yugoslavia. Present limits are $20 for travel in Europe, $35 for travel to North America.

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the cover

This past spring Secretary of Commerce Luther Hodges led a small group of U.S. businessmen to Central America on an exploratory mission to discover new markets for U.S. goods. One of the side effects of that trip was a visit by an official Trade and Development Mission last month to that area. The report of the business leaders on their trip is published this week, pages 2 to 25. Photos courtesy Pan American Union and the World Bank.

International Commerce

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September 14, 1964 Volume 70, Number 37

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Common Market in Central America has strong ties economically, Mission says

Trade opportunities in Panama and Central America exist, but U.S. percentage of market is declining

MURRAY

EISENMANN

The U.S. Development Mission to Central America and Panama was the first to be sponsored by the Department of Commerce in this area. The Mission report, published in this issue, stresses the progress in development of the Central American Common Market and the new opportunities the Mission members found there.

The section of the report dealing with opportunities in Panama contains all phases of the Mission activities in that country, while the other countries visited are reported under general product headings, with an individual section devoted to each country in which the Mission was active.

The Central American Common Market is reuniting economically the old Spanish Captaincy-General of Guatemala (Yucatan to Panama)—now with a population of 13 million. A large part of the population is still not integrated in the economic life of the countries. It is expected that continued industrial development and mechanization of agriculture will change this and improve individual and mass purchasing power. Panama, the most prosperous of the Isthmian countries, may in some way find a status of relationship with the Common Market.

U.S. percentage share of these markets has been declining due to European and Japanese competition and to a minor extent to growing intra-area trade.

Mission composition

Composition of the Mission was designed to increase the U.S. share of imports of Central America and Panama. The changing pattern of imports of these countries from consumer goods to industrial equipment and components was noted. Greater U.S. participation in joint ventures will result in increased U.S. exports of equipment, and encourage the continued orientation toward the U.S. as a supplier especially in food processing and marketing, consumer chemical specialties, lumber and wood products, textiles and textile machinery and in small scale industry generally, the Mission found.

The Mission members spent from July 18th to August 22nd promoting the sale of U.S. products in Guatemala City, San Salvador, Tegucigalpa, San Pedro Sula, Managua, San Jose and Panama City. They took with them 516 business proposals from U.S. firms, and they brought back numerous offers to buy, trade opportunities and investment opportunities which have been published in previous issues of INTERNATIONAL COMMERCE, or are included in this issue. (See the Trade Opportunity section.)

Bradley Murray, Director of the Mission, is a Special Assistant to the Director of the Bureau of International Commerce of the U.S. Department of Commerce, and previously was Chief of the Near East, Africa and Latin America Section of the Trade Missions Program in the Department.

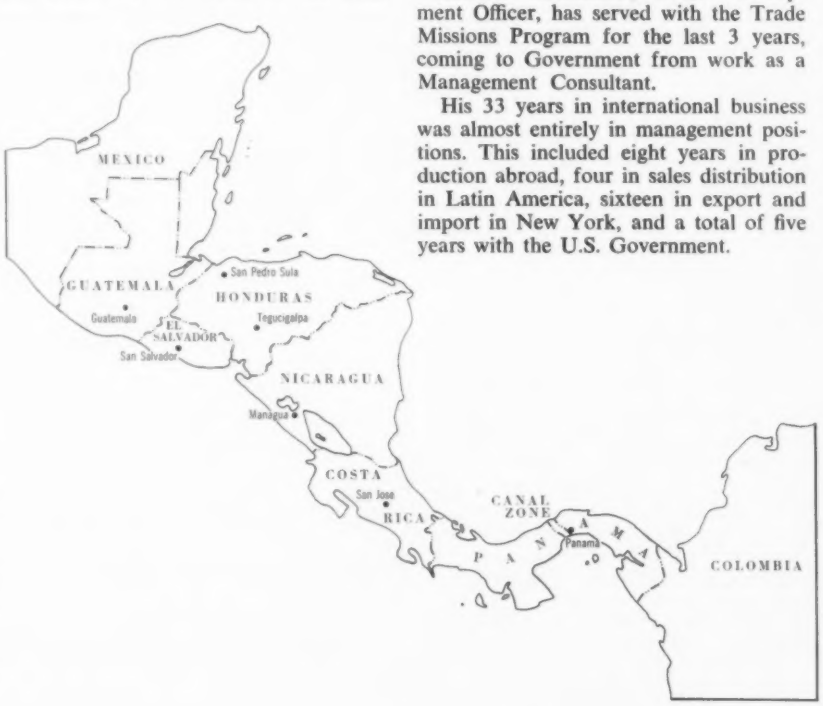
He was Director of the U.S. Missions to Mexico, to Spain, to United Kingdom, to Burma, to Chile, to Afghanistan and Iran, to Rhodesia and Nyasaland, and served as a businessman member of the Mission to Nigeria in 1959.

He has served as an Adviser to the Governments of Venezuela and Iran, primarily concerning himself with economic and industrial development problems. In Venezuela he also drafted legislation for the extractive industries and developed recommendations to attract investment in petroleum and mining.

For a number of years Mr. Murray was associated with the New York investment counselling firm of Scudder, Stevens & Clark.

Richard Eisenmann, Trade Development Officer, has served with the Trade Missions Program for the last 3 years, coming to Government from work as a Management Consultant.

His 33 years in international business was almost entirely in management positions. This included eight years in production abroad, four in sales distribution in Latin America, sixteen in export and import in New York, and a total of five years with the U.S. Government.



Trade is vital in Central America

Central America and Panama are highly dependent upon exports for the foreign exchange resources needed for their importation of goods from industrialized countries. Significant changes in the prices and volume of basic export crops affect the capacity for economic growth.

The traditional heavy concentration on two or three export crops—coffee, bananas, and now cotton—is clearly indicated in each country. Recently there has been a slight trend toward diversification, and the products which showed the most significant increases included lumber, sugar, lead, zinc, chicle, beef and meat products, and shrimp and other marine products. Several countries are now experimenting with new farm exports: tobacco and cucumbers in Honduras, tobacco, cattle and frozen meat in Nicaragua and kenaf in Guatemala.

As a market for U.S. products, the six countries rank fourth among Latin American nations—after Mexico, Venezuela and Brazil. Total imports have increased at a modest rate over the period 1959 to 1963 (see table). However, the value of imports from the U.S. declined in 1961, and the U.S. percentage of Central America and Panama's total imports declined steadily through 1962. During 1962 and 1963, the value of imports from the United States began to rise and beginning in 1963 the decline in the U.S. share of the market was halted. This was, however, the result of strong U.S. exports to Panama ($109 million; 70 percent of the total) while the Central American imports from the United States fell to 44 percent.

Import picture

(Value in 1000's of dollars)

	Total	From U.S.	U.S. % of Total
'59	563,139	288,505	51.2
'60	623,233	303,989	48.8
'61	619,965	293,155	47.3
'62	696,713	320,839	46.1
'63	838,832	410,607	48.9

The strong and efficient drive to attract new industry and the commercialization of new agricultural crops have had a strong effect on the pattern of imports. The traditional emphasis on finished goods is being replaced by a growing need for machinery, equipment, components for assembly, and raw materials. Principal imports are manufactured products, machinery and transportation equipment, chemicals, food products, petroleum, specialty fuels and lubricants. The United States supplies a large share of the principal imports except for crude petroleum and food products.

The 6 principal trading partners and their share of trade in 1960 and 1962 are shown in the accompanying table (in millions of dollars) for the Central American Common Market (CACM). Panama's principal trading partners are the same with slight variations in the percentage of the market.

Recent U.S. investment has centered in the manufacturing industries. Oil refineries have been constructed in Guatemale, El Salvador and Nicaragua, and a refinery is under construction in Costa Rica. Fertilizer is being produced by complementary plants in Costa Rica and El Salvador. Other large investments involving U.S. capital include tires and men's shirts in Guatemala, a wire and cable factory in El Salvador, soluble coffee production in Nicaragua, and pesticide production in Costa Rica. Examples of non-manufacturing investments are the proposed nickel mining operation in Guatemala and the proposed refrigerator assembly plant in Nicaragua.

Future industrial investment in the CACM will probably center under a uniform system of incentives for industrial encouragement, the Central American Agreement on Fiscal Incentives for Industrial Development. The Agreement has been ratified by three nations, but does not take effect until all five nations have ratified and deposited their instruments of ratification. Meanwhile, the individual industrial incentive legislation of each country may be sought by new industries.

CACM trade policy governing both internal and external trade aims at unification of all regulations throughout the area. At the present time, these trade regulations are in a transitional period in which tariffs and customs procedures vary by country and by commodity.

The basic agreement covering third country imports is the Central American Convention on the Equalization of Import Tariffs and Charges, signed by the member countries on September 1, 1959. This agreement provides for the negotiation of a uniform duty rate for each item of the Central American Uniform Tariff Nomenclature (NAUCA). The common external duty is to take the place of the individual country tariff and consular fees, surcharges, and other import tax.

Increased foreign investment capital, public and private has flowed into the region since 1957. United States investment in Central America, as reported by the Office of Business Economics, U.S. Department of Commerce, totaled slightly more than $352 million in 1962 as compared to $322 million in 1957. Investment in each country was reported as follows in millions: Guatemala, $127; Honduras, $99; Costa Rica, $63; Nicaragua, $32; and El Salvador (1961), $31.

9 cities, 6 countries

The Mission visited 9 cities in 6 countries. 434 interviews were held, 7 public meetings, and 216 plant visits were made. 259 of the 517 Business Proposals elicited positive interest. These 258 American firms received 497 contacts for business. 295 Trade Opportunities were developed, including: Agency requests 29; Export Opportunities 91; Import Opportunities 30; Service requests 3; and Investment Opportunities 142.

How Central America buys

Country	1960 Value of Imports	% of Total	1962 Value of Imports	% of Total
United States	247.5	48	254.2	46
West Germany	52.7	10	50.9	10
Japan	32.2	6	34.0	6
Netherlands	18.0	4	21.8	4
Netherland Antilles	16.5	3	19.6	4
United Kingdom	22.6	4	24.0	4

Textiles: Ring in the new

Industry knits, spins and weaves its way to rapid expansion in Central America

By MARTIN WEINER
Martin Weiner Corp.

Central American textile manufacturing is moving aggressively into full and modern industrialization and is expanding rapidly.

MARTIN WEINER

Signs of a marginally-operated industry are beginning to disappear as manufacturers replace old equipment with modern machinery. It is in this area that many opportunities exist for the sale of U.S. textile machinery and components in most countries.

Many weaving, spinning and knitting mills, operating at 3-shift capacity to meet demand, are months behind in delivery. A continued growth in sales is anticipated.

Ownership and management in many cases are in the hands of vigorous, knowledgeable and forward-looking young businessmen who are the second generation of the industry's founders. Almost all have received higher education in the U.S.

Under the stimulus of bigger cotton crops, protective tariffs, expanding Central American Common Market demand, tax incentives and Development Bank and other loans, the mills are plowing back earnings and capital into expansion and modernization. Many new plants are under construction and nearing completion.

The opportunity exists for expanded sales of U.S. textile equipment, but American firms will profit more from their efforts if principals, in addition to engineers and service men, will visit the area frequently.

Factory owners in Central America have a great appreciation of attention. An aggressive and concentrated effort, such as was made by European machinery manufacturers, would open an opportunity to recapture and retain a greater percentage of the market for U.S. machinery and components. The European machinery manufacturers, currently busy in their own market, are not as solicitous as they were in the past.

A mixture

Most mills have a hodge-podge of European and U.S. equipment, purchased at random at the most convenient terms and delivery. Mills now tend to be more discriminating, planning along more orderly and scientific lines.

Many mills have European supervisors who favor European equipment with which they are more familiar. Accelerated U.S. selling and servicing will be necessary to overcome this influence.

Textile men also point to liberal credit terms as a major reason for the predominance of European and Japanese machinery in their plants. They feel they have more in common with American firms, because of proximity for service and replacement parts, but find U.S. machinery builders unco-operative in requests for credit.

Skilled technicians are in short supply and should be developed with the assistance of U.S. industry. A textile vocational school, sponsored by the U.S. in co-operation with the Central American governments and U.S. machinery manufacturers, would fill a desperate need—providing technically trained supervisors who would be oriented to the U.S. equipment with which they would be schooled. Costa Rica is recommended as a strategic location.

Cotton at work

Cotton growing is playing a dramatic role in the development of Central America's textile industry. The output has multiplied 16 times in the past 12 years. Guatemala, Nicaragua, El Salvador, Honduras and Costa Rica produced more than 900,000 bales in 1963. Because only 10% is consumed locally, cotton has become a major export.

Home sewing accounts for most of the sales of piece goods in retail stores throughout Central America, but there is a noticeable increase in the acceptance of mass-produced factory-made garments.

There is a preference for American-made textiles and wearing apparel of style and serviceability everywhere. The only restraints to sales are disproportionately higher prices because of unrealistic duties.

The higher duties compel Central American merchants to buy all the seconds, over-runs and discontinued styles they can obtain because these sell faster than similar products from other countries.

There are substantial opportunities for joint venture with U.S. textile manufacturers in the rising tide of the industry. It is recommended that an industry team survey the area, and that the industry consider the possibilities of forming a

WEAVERS AT WORK: Guatemalans have heritage of fancy hand-weaving but output is mostly for tourists.

consortium to take part in the growth foreseen for this market.

The industry team also should assume responsibility for establishing a textile vocational school. It seems to me this would be the best way to impress Central America with our good intentions if we are to impress them at all.

Central Americans are a bit "mission weary". If physical results are not seen, the effectiveness of future missions from the United States will be impaired.

Guatemala

Guatemalan manufacturers are optimistic about the growth of the industry, because of both increased demand and replacement of products formerly imported. Several new plants are under construction for the manufacture of products that formerly were not produced in Guatemala.

Opportunities for sale of U.S.-made finished textiles will diminish as the market moves toward self-sufficiency in basic staples, semi-staples and simple novelty fabrics. A limited market for higher-style fabrics will persist for some time, although pilot installations are under way for higher-styled goods such as jacquards and screen and roller printing.

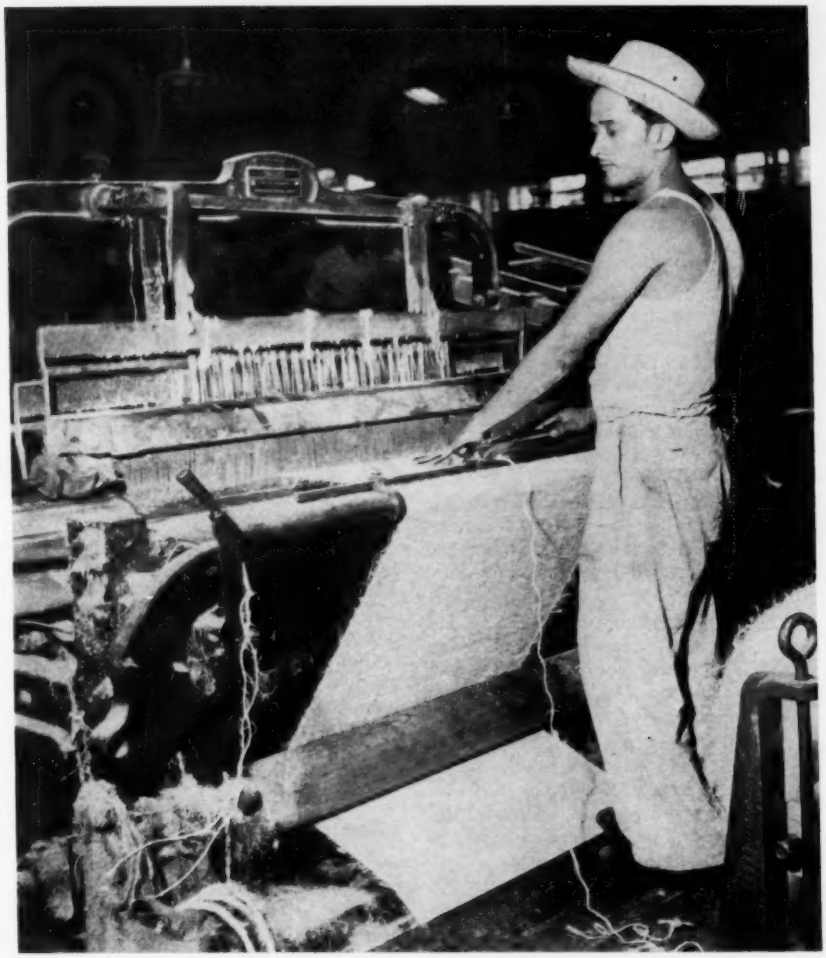
As a natural sequence, output in all probability will develop along these lines, since Guatemalans have a heritage of fancy hand-weaving and fancy and novelty decorated fabrics.

Forward look

Owners in all plants report that local labor is well adapted to the manufacture of plain or fancy textiles. Therefore they are even looking forward to export sales of their products beyond the Central American Common Market. With expansion of the Central American cotton crop, they feel their potential is unlimited.

Guatemala has need of expanded sales of its hand-woven fabrics, and an effort should be made to find a larger market for these products, which at present are sold only for local and tourist consumption. Several ideas are being explored to develop a commercial market for these products in decorator and furniture weights. Laminates of handloomed textiles have good potential if properly developed.

Guatemalans are eager to enter into licensing arrangements with U.S. manufacturers of name brands. and there are many inquiries for license arrangements. A Japanese consortium is reported to be making an effort to enter into a joint spinning and weaving mill venture with a Guatemalan combine. A similar project by a U.S. group would have an equal chance of success.



FIBER TO FABRIC: The provincial approach to textile manufacturing is disappearing in El Salvador.

In the works

A modern 25,000 spindle spinning mill is nearing completion. There is room for a good medium-sized sale yarn cotton spinning mill, as well as for a large, modern integrated cotton mill of the type that is presently operating in El Salvador, but with American machinery.

The Japanese-dominated El Salvador mill is supplying quantities of yarn to Guatemala and other Central American manufacturers. This operation is reported to be very profitable and is expanding rapidly.

American chemical and dyestuff manufacturers are not getting their share of the local market, and an effort should be expended in that direction.

Since reliable statistics are not available, estimates are made in general terms. But Guatemalan textile manufacturers believe there will be a 100% increase in their market in the next 5 to 6 years—a growth of 15 to 20% annually—and they are setting their sights on this potential.

El Salvador

The provincial approach to textile manufacturing is rapidly disappearing in El Salvador as plant owners proceed with plans to replace and up-date equipment to meet the present and anticipated growth of the industry.

They fully realize that, as competition increases, old looms and equipment which have been held together in repair with "barbed wire and paste" must be discarded.

Some manufacturers are reported to have placed, or to be in the process of placing, substantial orders for U.S. equip-

ment. A concentration of sales and service effort should prove fruitful in the weaving, spinning and preparation areas.

U.S.-made dyeing and finishing equipment is considered to be too heavy for the local loads, which are limited because of the hard-and-fast rule of vertical operation.

Although more costly for the scale of operation carried on in the Central American plants, vertical operation is the rule because manufacturers do not wish to disclose their operations by shipping fabrics for dyeing and finishing to outside plants. European dyeing and finishing equipment has tied up the market, because it is lighter-duty, considerably lower-priced and suitable for Central American limit loads.

Setting the pace

Central American textile manufacturing is presently being paced by a Japanese-controlled installation of 480 looms and 32,000 spindles, with a projected program of 1,000 looms and 50,000 spindles.

The plant has increased its operation tenfold since its inception in 1957. Many Central American cotton textile manufacturers rely on the plant as a main source of supply for yarns.

An independent sale-yarn spinning mill to meet Salvadoran requirements is believed to be projected. This, as well as a number of other projects, offers an opportunity for American participation on a joint venture basis.

It is anticipated that acceptance of U.S.-made high-fashion consumer goods will be maintained by the continuous flow of new American designs and fabric creations.

A wide range of fabrics is produced in the country for work and dress clothes and ticking bags. Large quantities of other fabrics still are being imported to fill El Salvador's textile requirements.

Salvadoran mills export fair quantities of cotton yarn to other Central American countries. Rayon and other man-made fibers are imported. None is produced in Central America at present.

Honduras

Opportunities for joint venture in the textile phase of the industrialization of Honduras are good. Honduran merchants in Tegucigalpa and San Pedro Sula are prepared to invest in textile manufacturing with responsible U.S. firms.

Recognizing that they have lagged behind their neighboring countries, Hondurans are anxious to move ahead. They believe that with a new start with new equipment they can get their share of the Common Market potential after satisfying the local demand.

One modern weaving and spinning mill is under construction and a second one, in joint venture with a U.S. firm, is expanding. However, the production of these mills will be far short of local demand.

Imports of U.S.-made over-runs, seconds and high-styled surplus at low prices will continue despite recent competition from Japan and the Iron Curtain countries, Poland, Czechoslovakia, and Hungary. Hondurans readily absorb U.S. fabrics in preference to others, but are price conscious and respond to give-away values.

The "needle trade" is well advanced and continuing to expand and to introduce U.S. production methods. The products are of good quality and they are acceptable in their neighboring countries.

Adequate local capital is available and several good proposals for joint venture with U.S. firms are being sought. Financially responsible garment manufacturers and retailers desiring to expand their operations vertically and horizontally are seeking U.S. partners with textile manufacturing know-how. Backed by feasibility studies, they are confident of their prospects.

Nicaragua

Expansion is in the second stage of a three-phased plan in most knitting, weaving and sewing plants in Nicaragua. Manufacturers first must catch up to the rapidly expanding local demand before proceeding with the third stage of planning for export.

A synthetics weaving mill is being completed and a new building to house one of the larger knitting plants is in its final stages.

The older weaving and knitting plants are being updated and expanded with new equipment in some departments. A preference is shown for U.S. machinery in most cases. Emphasis is on spinning finer counts of cotton yarn.

Some important cotton acreage is in the hands of some of the leading manufacturers. Vertical integration from field to fabric to garment, and horizontal distribution through their own retail outlets, hold romantic appeal as well as economic rewards.

Operations differ

Some Nicaraguan manufacturers have efficient operations that compare favorably with U.S. standards, while others seem to get by with low standards of efficiency and housekeeping. It is believed that future competition will tend to eliminate slovenly operations.

The consumption of raw cotton in Nicaragua is 5% or less of its annual production. Textile mills in Nicaragua spin, weave and finish. Other mills are knitters. Since the weaving industry is small, attempting production of a wide range of fabrics was not practical and efficiency could not be achieved. Labor is plentiful and ability to learn is considered good.

More opportunities exist for U.S. firms seeking distribution or manufacturing operations in the Nicaraguan market.

Imports to expand

Imports of U.S.-made fabrics will expand as local licensed garment manufacturers of prominent name brands are required to get their fabric supplies from the same sources in the U.S. as their licensors in order to maintain the same standards.

Nicaraguan retailers prefer U.S.-made fashion fabrics and frequently make trips to the New York market in search of closeouts. Japan continues to make a greater effort to expand textile sales in the Nicaraguan market.

Nicaraguans have a great appreciation of joint ventures with U.S. firms because of the successful record of many earlier associations of U.S. know-how and capital with local enterprise.

The investment climate in Nicaragua is good and U.S. textile firms desiring associates in Nicaragua should survey the market for opportunities. The established local interests are more eager to borrow money at lower than prevailing local interest rates than to add new partners.

No joint venture proposals were received in Nicaragua.

Costa Rica

Costa Rica's textile mills find themselves completely oversold and expanding to meet the local and Common Market demand. The demand for the products of Costa Rica's textile weaving, knitting and garment-manufacturing plants by far exceeds the call for the products of similar factories in the other Central American countries.

Costa Rica is in the unique position of having developed a standard for good workmanship and an ability to create fine fashion fabrics and garments. The temperament of the plant owners, managers and workers is better suited to the manufacture of finer products and Costa

SO SEW: Cotton is processed into thread at plant in El Salvador. Steady flow of new fabric creations from U.S. will sustain market for high-fashion goods.

Rican factory owners, while expanding and modernizing, readily recognize their position in the market.

In all probability, they will leave the mass-production staple product market to the other countries and capitalize on their more advanced know-how in manufacturing the finest products.

While having fewer plants than their neighbors, Costa Ricans have nothing to be ashamed of and a lot to be proud of. Their few factories compare favorably with others in the world and in some cases exceed the high degree of perfection reached by U.S. and European mills.

Should advance

Costa Rica's textile manufacturing industry, if not further hindered by the volcanic ash threat, should advance more rapidly than that of other Common Market countries.

Although Costa Rica has a limited acreage for cotton growing, it is expected that cotton production will increase. However, the nature of the products made ensures that the import of U.S. and European spun specialty yarns will continue.

Coupled with an increase in per capita buying power and a greater demand for U.S. goods at the consumer level, this offers promise that U.S. exports to Costa Rica will rise.

U.S. machinery manufacturers have a small part of this market because European and Japanese producers of textile equipment have catered to their specialized needs and continue to do so.

U.S. machinery manufacturers cannot expect to capture much of the future business, except in special instances, unless they are willing to cater to the demands and build lighter-weight and special equipment to fill limited needs.

Opportunities for joint ventures exist for U.S. companies desiring to share in and expand in Central America. Costa Rica is a logical area, because its advanced and modern merchandising methods are most compatible with U.S. methods and there is a similarity in the tastes of the buying public.

Opportunities are promising for U.S. investors if one can overlook the pall of the ashes of the presently active volcano as readily as do the Costa Ricans who are planning and moving ahead.

the author

MR. WEINER is semi-retired from the textile business though he continues as President of Martin Weiner Corporation, Mawaco Industries, Inc., Texstyle Corporation, Division Properties, and M. W. Realty Corporation.

His textile experience runs the gamut of the business. He has organized and operated weaving plants, printing, and converting firms, and has been deeply involved in merchandising, distribution and export.

EEC transportation group on 3-week U.S. mission

The head of Common Market transportation policy will arrive in Washington next Monday, September 21, for 3 days of meetings with officials of the U.S. State and Commerce Departments, the International Communications and Federal Maritime Commissions, the Civil Aeronautics Board and the Transportation Association of America.

He is a Luxembourger, Lambert Schaus, member of the Commission of the European Economic Community. Accompanying him are Gunter Krauss, director of the EEC's Transport Market Association; Jacques Dousset, assistant to the Director-General for Transport; and Lucien Kraus, executive assistant to Schaus.

International Trade Winds

FOOD PROCESSING—The H. J. Heinz Co. has purchased for an undisclosed amount the assets of a group of Mexican food processing companies it had operated pending completion of the negotiations. Arrangements were made through Sociedad Mexicana de Credito Industrial, S.A. The new properties, to be integrated into Heinz Alimentos, S.A. de C.V., Mexico City, include 5 factories, 8 warehouses and 14 sales branches throughout Mexico.

HIGH PRESSURE—One of Europe's industrial giants, Chantiers de l'Atlantique, has become a licensee of Struthers Scientific & International Corp. Under the agreement the French company—which built the *Normandy*, the *France* and other famous ships—will make and sell multi-walled high-pressure vessels developed by Struthers Wells Corp. This patented product is widely used for high-pressure applications.

ROAD TESTING—Soiltest, Inc., of Evanston, Ill., has shipped a truck-mounted electronic road roughness indicator to Peru's National Engineering University. Used to obtain information for highway and pavement design and to check standards of materials, the Soiltest unit was constructed according to specifications developed by the U.S. Bureau of Public Roads.

ALTERNATORS—Mexico joined 11 other nations in producing Prestolite alternators recently when Industria Electrica Automotriz of Mexico City began operating. The alternators are being made only as a replacement part, but the product will soon be in use as original equipment on basically American cars and others. It is also being produced in Northern Ireland, Canada, Argentina, Brazil, Italy, India, Australia, Japan, South Africa and France.

ATOMIC POWER—Fiat, S.p.A., has extended its agreement to build and sell commercial atomic power plants under a license and technical assistance exchange agreement with the Westinghouse Electric International Co. Close technical cooperation between the two companies, inaugurated in 1957, will be continued under the renewed licensing arrangement. Italy, a Euratom member with expansion plans aimed at producing 150 billion kilowatt-hours of electricity by 1975, produced 65 billion kilowatt-hours in 1963.

Sell the building industry

U.S. can get a bigger share of this Central American market but it will take effort

By PAUL P. KLEMENS
Columbia Machine Co.

The industrial drive that long has been so much a part of every civic-minded person in El Salvador has established this nation of only 8,061 square miles as a power in the Common Market.

PAUL P. KLEMENS

Your tour from the airport into town takes you through a corridor of well laid out industry and gives a feeling of tremendous effort on the part of the Department of Industries to show the visitor what has been accomplished in the past few years of searching for industry.

The Ilopango Industrial Area is a sight to behold. Not only have the builders stressed eye-appealing forms of architecture, but they also have utilized color dynamics within the buildings to remove the old impression of a commercial office or workshop.

The construction industry in El Salvador is one of promise if properly controlled. A dire need exists for a strong policy with respect to construction standards, for domestic as well as commercial buildings.

The lack of a code, or possibly the lack of enforcing any code, has brought up this question: Will the building that is mortgaged for 20 years still be standing at the end of its amortization period?

There's quality

High quality concrete products for house construction are available from a modern plant with ample technical know-how. Asbestos sheeting, roofing, water tanks and plumbing, produced with modern equipment, are of a very high grade.

Miscellaneous concrete construction items are readily available, but here we hit the stumbling block—the high price of the basic commodity, cement, for any form of construction. Some measures for price reduction should be considered or construction as a whole will be impaired.

On one large warehouse job, the question of lime mortar was discussed and the contractor made it quite clear that cement mortar was used only around structure membranes. In curtain walls or in general uses of brick, he used a flat lime mortar.

One manufacturer of floor tiles and decorative concrete fixtures has been producing for 68 years. He said the high cost of materials is curtailing plans to expand the operation.

The competition

The sale of construction equipment is highly competitive, involving not only the European salesman, but the Japanese. Technicians in practically every industry are of European extraction and play an important role in recommending their homeland products.

Japanese and European firms have made wide inroads and could cause greater loss to U. S. firms unless we move with caution toward a selling program with depth, competitive prices, improved shipping facilities and more realistic freight rates.

Money in San Salvador does not seem too difficult to obtain if the borrower's financial statements show a steady growth. Our usual method of trade by an irrevocable letter of credit is slowly going out. Salvadorans are dictating their own terms and have takers standing in line.

El Salvador already has become a central shopping point for a wide variety of products produced for shipment to the Central American Common Market countries. This country is looking for all avenues of selling and buying. Joint ventures should be given No. 1 priority.

SIGHT TO SEE: Builders travel hundreds of miles to inspect new Rex Building in San Jose, Costa Rica.

Honduras

Here lies the "sleeping giant" of Central America, enriched with tropical weather that has given this rugged mountainous country the title of the largest banana producer in Central America, second only to Ecuador in all of South America.

In this country we find two distinct factions—one group living in Tegucigalpa, devoting the biggest share of its efforts to government duties, and the other in San Pedro Sula, endeavoring to carve out a niche of industrial prominence in the Common Market.

Honduras has had a history of political

strife. The most recent was last October when a military junta took over. The people have grown to live with this upheaval and seem to have accepted these intervals as a way of life.

Per capita income shows a very slow rise. U.S. trade with Honduras has risen only $7 million in 7 years, whereas trade with European exporters has doubled and at times reached higher levels.

In the largest concrete products plant in Honduras, I asked the owner why he was using slow-producing German equipment instead of efficient U.S. machines. He looked squarely at me and answered, "I never gave it a thought." This is merely an example of how deeply entrenched our competitors from Europe have become.

Needs overhaul

The building industry is in need of complete overhauling. Basic building codes are practically non-existent, and those in effect are rarely observed.

The contractor utilizes an architect and structural engineer only on large public buildings or where his seal of professional design is required by law.

Building materials are primarily clay. Concrete in ready-mix form is still considered only for the main core of buildings because of the high cost of cement.

Block as we know it in the U.S. is for the future, because "clay brick or tile was the building material used by my father and I see no reason to change." In the past clay roof-tile has prevailed. With the introduction of high-quality asbestos sheeting and corrugated roofing, the trend is toward change.

Concentrate

It would be wise to concentrate a lot of effort on the buying power of San Pedro Sula. Nowhere in Central America did we find a group with as much access to financing the programs they discussed with our Mission.

About 90% of the industrial machinery carries a stamp of Germany. This barrier will not be broken easily, as long-term credits from Western Germany have been offered here for years. Steel is imported from Belgium, hardware from Japan.

The San Pedro Sula businessman is the best prospect to sell. He has money and is ready and willing to listen to joint ventures, or licensing.

Nicaragua

The industrial-minded Nicaraguan would like to plant a single thought in the minds of all who will be involved in the Central American Common Market. This is the geographic location of his country, center of Central America, allowing a free flow of material in all directions.

TAKE THE HIGH ROAD: Modern Inter-American Highway cuts a 4-lane swath through the Costa Rican hills.

This location and completion of the Nicaraguan section of the Pan American Highway have led the French, Germans and Japanese to give Nicaragua serious consideration when large industrial installations are considered.

The biggest

Nicaragua is the largest of the Central American nations, covering almost 57,000 square miles. Sugar, cotton, coffee and cattle-breeding have become large industries.

Production of high-quality cement has pushed the country ahead, in that architects and builders have had considerable opportunity to design not only with good concrete masonry but also with scientifically designed concrete mixes. Numerous construction firms have taken advantage of invitations to send their men to U.S. factories and institutions to keep abreast of the latest in construction techniques.

Schools have cropped up in every corner of the country, adequately supplied with the latest textbooks and competent teachers. This program has been greatly enhanced by the splendid efforts of the Agency for International Development.

Businessmen talk eagerly of their new construction plans utilizing such local merchandise as all-welded steel girders, beams and joists. This is big talk to them now and they refer to it with a feeling of great accomplishment. Any large structural steel item considered a few years ago was fabricated in New Orleans, Tampa or Miami and shipped over, adding considerably to the cost.

Machine shops are not too pretentious. However, the latest ones have been designed by factory layout firms taking full advantage of a free flow of finished materials, ample lighting and the ease of expanding.

Cows now

The owners of a sugar plantation have diversified into cattle raising. Here was the educated herdsman with a degree in animal husbandry. Production figures were at his fingertips. As he related what was expected of the new program, you could visualize a new round of construction—silo for food storage, milk processing plant, holding shed, feeding bins, watering facilities.

Sales for these construction items will

IN THE ROUGH: A tractor pulls heavy earth-moving equipment along the bed of a new road in Guatemala.

require constant effort. The influence of U.S. materials in this country can be based on one very important factor, U.S. schooling, but the price factor still will govern the final decision.

In construction fields, this is by far the most fertile territory. Trade here will be somewhat easier to recapture because most students going abroad are inclined to choose American colleges, where industry in every form can be studied.

Costa Rica

The building industry undoubtedly has suffered from the 17-month rain of volcanic ash from Irazú volcano, near San Jose.

In the face of this obstacle, construction is moving forward to the extent that, according to the estimates of one local builder, a yearly growth of from 500 to 750 building permits will take place. In 1963 Costa Rica issued a total of 4046 building permits. All construction, major or minor, requires a permit.

Opportunities for construction firms and manufacturers of construction equipment are still present and growing. Striking architectural treatment in the style of Frank Lloyd Wright can be seen in the new Rex Building, an all-steel structure with light-weight floor filler construction, boasting a steel weight reduction that has brought curious builders from as far away as Brazil and Puerto Rico.

A high-quality corrugated culvert pipe is being produced and shipped as far as central Nicaragua. Light poles, even though manufactured in neighboring countries, are being shipped when the demand exceeds the production. Small wire items, so necessary in housing, are being produced only in Costa Rica.

A hurdle

A disturbing factor on my visit to a cement plant was the total installation of European equipment, plus a plant superintendent furnished by the equipment supplier. This is a sales obstacle quite difficult to hurdle.

A week or so prior to our arrival this firm suffered the misfortune of snapping off the main driveshaft. A new one was shipped in by air at a cost of $30,000.

Company officials showed little interest in a discussion of the advantages of buying this equipment in the U.S. or of how easily parts and service could be obtained from the States. I mention this only to emphasize the tight hold European suppliers have in this and the other Central American countries.

The only suggestion toward a better selling opportunity in Costa Rica is to be patient and not ignore this troubled country. Costa Ricans long have been big buyers of U.S. construction equipment. Better terms would be a big step towards increased sales.

At present, Costa Rica has the finest building code of all Central American countries visited.

Guatemala

In 1956 Guatemala produced 79,000 tons of cement. In 1963, with the modernization of Cementos Novella at a cost of $5 million, production was 150,000 tons.

About half the equipment for the improvement program was purchased from U.S. firms. Much more could have been sold if emphasis had been given to a more thorough service program. This was the point in favor of a Belgian firm.

Construction in general is of reinforced concrete design, especially in larger homes and buildings. The use of structural steel is limited now, but is being seriously considered by young progressive architects who have returned from U.S. studies.

Concrete in use

In the metropolitan area of Guatemala City, as well as in its suburban areas, one is aware of the widespread use of concrete masonry and its allied materials—steel and aluminum window frames, steel door casings and literally tons of steel reinforcing bars.

Many of these items are made locally. Others are imported and sold in large quantities through local commission agents. Increased inventories of quality building materials are contributing to a better building industry.

The Guatemalan builder has to be led back to a U.S. market that has been badly disrupted by Denmark, Germany and Japan. Japan has long been recognized as the largest supplier of such basic building commodities as brick and decorative floor tile. Iron and steel have been imported mainly from Belgium.

What to do

If we are to play a part in the Common Market of this area we must act realistically and assist with a set of building standards that as partners we can look to with pride. Cement in Guatemala is produced according to American Society of Testing Materials specifications, which are recognized as the highest in the world. A simi-

lar objective should be considered for modern building techniques through technical-vocational training of block and brick masons, plasterers, carpenters and building inspectors.

The use of structural timbers such as bow-string trusses can very well be considered, with the ready availability of high quality treated woods. In the many new homes we saw, the use of fine finished wood trimmings was most impressive. Here again we must stress the consideration of high quality wood treatment to offset the constant attack of tropical conditions on raw lumber.

Sales of U.S. commodities to the construction field would have at least a 50-50 chance. The trend is to look back and analyze purchases of machinery and to evaluate the total quote. Possibly service and replacement parts could have been had at more reasonable figures from the U.S. because quality of European service has declined.

Our trade with Guatemala in construction equipment will be improved only when we can supply equipment in small, medium and large capacities, with credit that is competitive. Shipping rates should be reviewed. This factor alone has kept many U.S. manufacturers out of this market.

the author

MR. KLEMENS is Sales and Export Manager of Columbia Machine Company, Vancouver, Washington. This is one of the larger American manufacturers of machinery for making concrete products. The firm's products cover the entire range from hand-operated machines to fully automated plants.

Mr. Klemens also has an interest in a firm operating a concrete block plant and distributing other building materials.

Children's clothing fair dates change

The Cologne Fair officials have announced the International Babies' and Children's Fair will be held twice a year instead of only in the fall. The new schedule will become effective next year.

A spring fair will be held April 23-25, 1965, and the fall fair Oct. 16-18, as originally planned.

A potential market in West Germany exists for children's and babies' clothing made by U.S. manufacturers. This was indicated last November by the great interest of buyers at the IGEDO fair.

Poles push their ham in U.S. Middlewest

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

SPRINGFIELD, ILL.—The Consul-General of Poland, Adolf Kita, a 10-month resident of Chicago, lately arrived from the Polish embassy in Prague, was recently riding through the state Fair grounds on tour of this nation's largest agricultural exporting fair.

"Exchanging Polish ham for Illinois corn," he grinned at 3 members of the legislature who were listening. "We buy $85 million annually from your country, while you purchase half that from us."

Kita some years from now, when his locks have turned to silver, will have a hair-do like Carl Sandburg imitating Albert Schweitzer. He is a short, pleasant man, who wears taupe colored Polish shoes that retail in his country for $4.50. His suit, Warsaw's finest weave, cost $30, but Kita says personable ones are available for half that much.

Mrs. Kita was tastefully dressed, a red band running through her hair, and was accompanying her husband this day to visit one of the nation's most inaccessible Capitals, located, as one always says, in the heartland of the Midwest.

"The U.S. should buy fishing boats from Poland," said Kita. "We are the second largest builder of fishing boats in the world. They are sold to Mexico, Venezuela and other countries.

"You buy $18 million a year of our hams, which are better than those raised in this country. It's because of the feed." Kita's voice dropped to a whisper, as though delivering the most important information since the Pleistocene glacier wandered these prairies. "We feed hogs potatoes and a sort of corn mix. Soft foods produce good hams. We also make excellent vodka and export large quantities to Russia. Besides, do not forget our sausage."

Poland sells locomotives, sewing machines and machine tools throughout the world. Her largest customer is Russia; England is second.

Adolf Kita was here with consuls of 41 nations in a unique sales presentation developed by Gov. Otto Kerner and planned by Robert Schneider, director of Illinois' agricultural export program. The meeting bristled with pitches for sales of Illinois produce, mixed with folksy talk about the state Fair, Chicago's port, and an address by the proprietor of a Chicago discount store, Sol Polk, who said he bought more transistor radios from Japan and here, too, than any other U.S. retailer, and that Illinois produced more Swiss cheese than Switzerland.

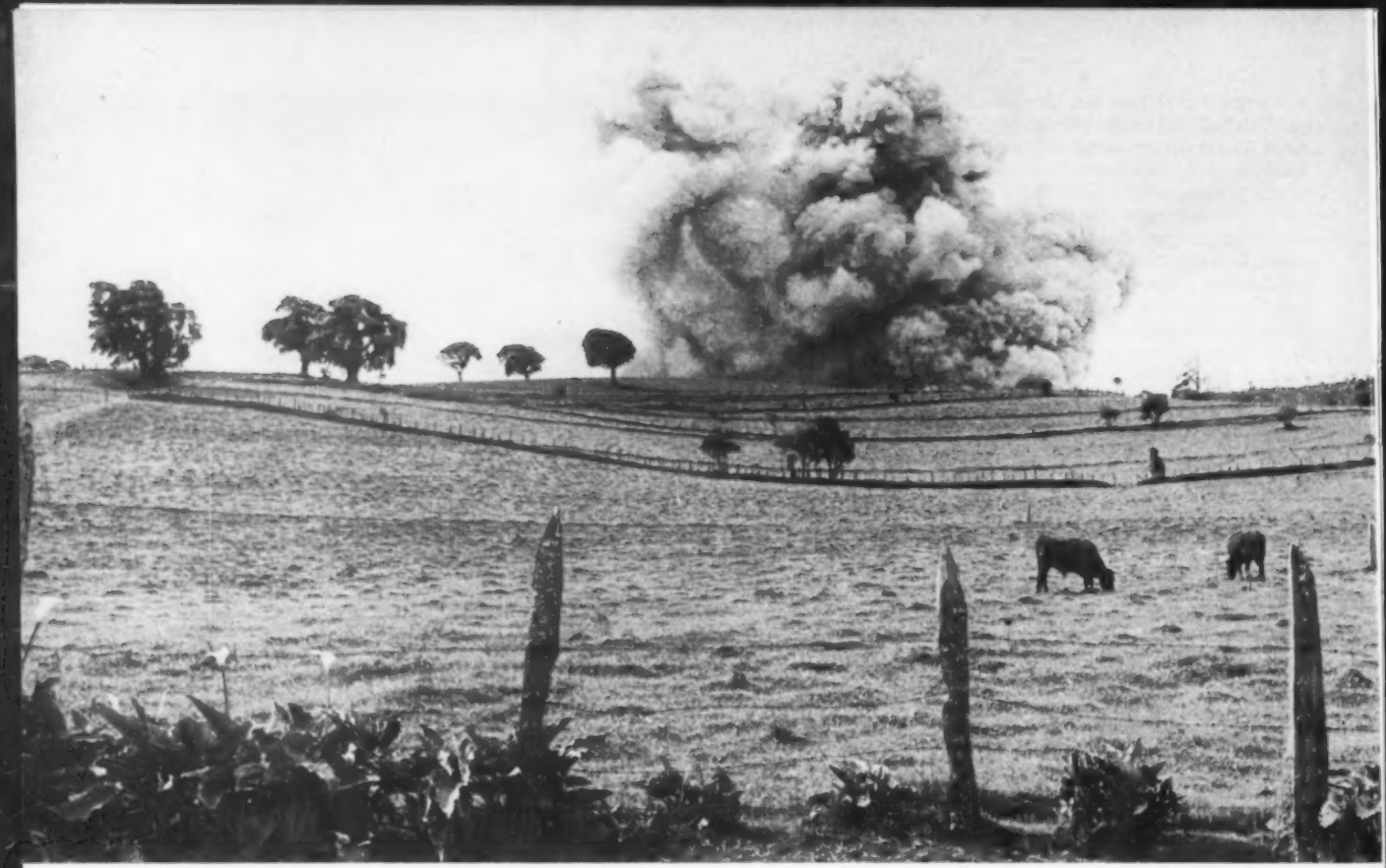
Robert Lieblow, a young man with hair cut so short that some men have heavier beards in the morning, said the produce of one out of every five acres of Illinois land is exported, and that 27,000 Illinois agricultural workers owe their jobs to overseas sales.

Later, in response to a question, Kita stated that 31 million people and 11 million horses reside in his homeland. "Horses are eating Poland," he said.

"We are not rich and cannot display at all international exhibits. We cannot afford the New York World's Fair. Sometime if we could have a breather without war, Poland could become very wealthy, but we lost 6 million men, or 20% of our population, during the last one.

"Poland and the United States are traditional friends," said this energetic diplomat from behind the Iron Curtain.

Kita was asked the name of Poland's largest city after Warsaw, "Chicago," he replied. "There are 800,000 Poles living there."



DON'T LOOK NOW, BOSSIE, but that cloud of volcanic ash from Costa Rica's Mt. Irazu is about to spoil a perfectly good lunch. The volcano has put a severe crimp in some areas of the nation's agricultural output, but the overall farm outlook for the Central American Common Market is encouraging.

To feed 'em, join 'em

Joint ventures provide easiest access to region's growing food wants

By JOSEPH B. HALL

Chairman of the Board, Kroger Company

All 5 countries composing the Common Market of Central America are developing in the fields of agriculture and food processing. The countries vary in size, density of population, and stage of development, but they all recognize the importance of diversifying basic crops.

JOSEPH B. HALL

Coffee and bananas long have been the major export crops of Central America. Cotton has been increasing in importance, as has cattle raising. Sugar is produced extensively in some areas. Fishing has been a source of income, especially shrimp, which has been a continuous export item in several of the countries.

One of the major problems has been the lack of uniform quality. This does not apply to coffee, which has been well marketed. Most Central American coffees enjoy a reputation for good quality. Instant coffee plants have been constructed in all but one of the countries, and there are 2 in El Salvador. Some instant coffee is exported to the U.S. west coast.

Bananas long have been a major export item, and two large U.S.-owned companies have major investments in Honduras and Costa Rica. Many plantations have been seriously damaged by Panama disease and hurricanes, and a disease-resistant variety has been developed which has enabled large areas to be replanted and brought back into production. Other banana plantations have been converted to palm oil and cattle raising.

Cotton has seen considerable development in several countries. Not only has this provided a source of raw materials for local textile industries, but is growing into an important export item.

Sugar is produced in some sections chiefly for export. This industry is affected in part by U.S. import quotas, and Central Americans have proposed an increase in the allowable export to the U.S.

Central American pineapples are very tasty. The production per acre has not equalled other sections of the world, nor is the quality for canning good enough to enable it to compete with Hawaiian pineapple.

One of the large pineapple companies has planted the Hawaiian variety in a large plantation to produce an improved product. Labor costs are lower in Central America than in Hawaii, which could benefit Central America if its pineapple

growers can achieve a yield per acre and quality comparable to Hawaii. A good market for pineapple exists in both the U.S. and Europe.

Fruits and fruit juices are getting more attention. Several canning factories for fruit juices and nectars are in operation and others are in the planning stage. Many of the tropical fruits are delicious, but would require a promotional program to popularize them is the U.S.

Oranges and grapefruit are produced, but except for a few areas little attention is given to quality. There is a high-altitude orchard area in Guatemala where apples and pears are grown. Here again not enough attention has been given to improving the quality.

Fishing is well developed in some areas and given little attention in others. There are good opportunities to expand not only the shrimp and lobster industry, which is flourishing in some places, but tuna and other fish products which have acceptance in the U.S.

There are the many basic domestic crops such as corn, beans, rice, and sugar cane. Cattle are produced for local consumption as well as for export. Dairy herds are being improved, and hog population is increasing in some sections.

U.S. sales limited

The market for U.S. food products in Central America has been somewhat restricted due to high tariffs and transportation costs. The Common Market has not only worked to equalize import duties of the member countries, but has raised tariffs to protect the Central American food processing industry. Despite prices which range from 2 to 3 times those for comparable products in the U.S., many well known U.S. brands are found on food store shelves, especially the supermarkets which are being opened in the larger towns.

U.S. brands offer a higher quality than many of the local products and also serve as status symbols. There still is a market for some of these items, but many are being replaced by similar products produced under licensing or joint venture arrangements with U.S. food processors.

Local food processing plants are also beginning to compete successfully with U.S. products due to lower prices. There is a lack of real quality control and uniformity in many of these products. High returns are expected and secured in many of these plants, with the merchandising approach in most instances being to obtain higher mark-ups on fewer sales. As import duties are raised, so are prices of the locally-made food products.

Of the 11 million people in the Central American Common Market, less than 2 million have sufficient income to buy the products of food processors, especially those on the shelves of the supermarkets. Most of the population lives in rural areas on a subsistence basis, eking out their living from the few items they produce for their own consumption.

Large central markets exist in all the major towns, and products of the small local farms are brought to these market places. Some towns are making efforts to improve and decentralize these markets, but a large percentage of the foodstuffs still are sold in this manner. Much of the meat is slaughtered in small local plants, and bakery products are produced in small hand-operated bakeries.

There has been some development of supermarkets, with most of them not yet approaching U.S. standards. Few quality fruits and vegetables are available in these stores, due to the competition of the central markets and street vendors, and the availability of servants at low wages to do the shopping.

Dairy departments are just beginning to be installed, and few have much variety. There are only one or two self-service meat departments, and most contain a poor display of products. The supermarkets are of recent origin and considerable improvement can be expected in the years ahead.

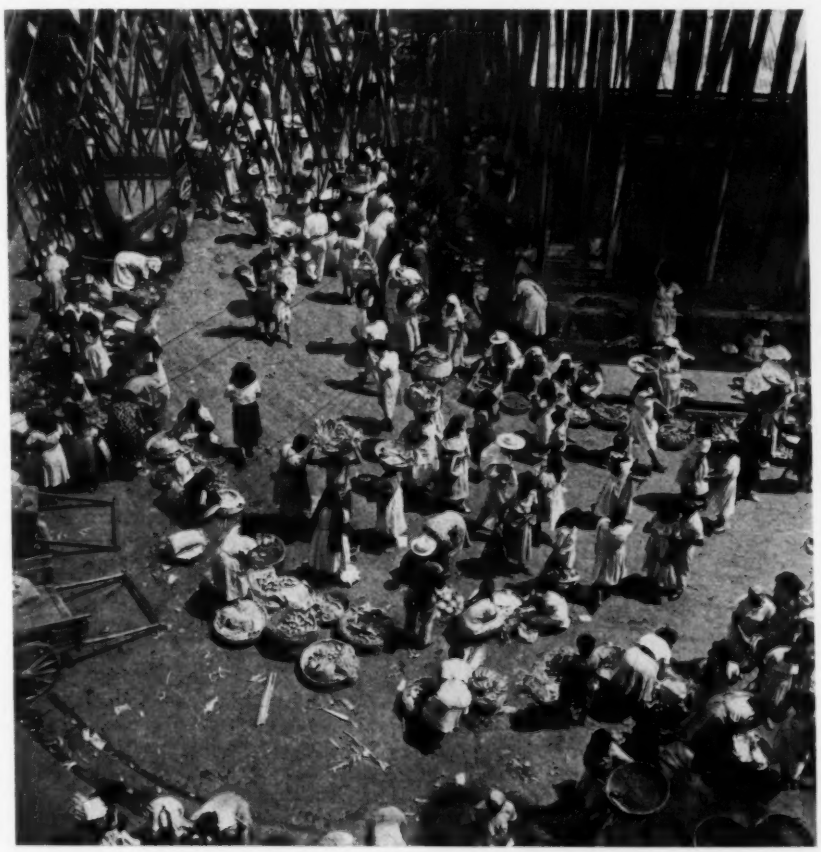
Most of the food, in total volume, is bought through the thousands of small stores that appear everywhere throughout the cities and rural areas. These are serviced by wholesalers as well as through direct selling. Their volume is small and the owners in most instances make a bare living.

Outlook for U.S.

What opportunity exists in the food field for the U.S. business man? Agricultural growing conditions are good. Quality can be and is being improved. Feasibility studies are being made by governmental bodies and private groups for various food processing plants and agricultural developments. Gross national product is increasing, which will mean more money for consumer spending.

Some U.S. food products still will be bought in spite of the high duties. The real opportunity, however, lies in joint

CURB SERVICE is the order of the day at this open air market in the middle of a San Salvador street.



ventures with Central American capital to develop the food industry within the Common Market.

Waiver of import duties and taxes is available to new industries. Raw materials are available locally and can be supplemented, duty-free, from the U.S. Machinery, packaging material and labels can also be brought in without customs tax by new industry.

Many joint ventures are successfully underway, others are being developed, and many are in the planning stage. As sales improve, automatic machinery will be needed to replace hand operations in use in many cases.

A brief summary of the situation in each of the 5 countries may give a better picture of the situation as it exists today.

GUATEMALA

Several joint ventures with U.S. firms are operating in this country. A flour mill has been built with an investment of almost $1.5 million. A large U.S. dairy company produces milk, butter, cheese and ice cream. Gelatin desserts and fruit drinks are produced under license from a U.S. food manufacturer. This company also produces instant coffee, wafers and candy.

Guatemala is one of the larger countries with considerable potential. A fruit-growing section produces apples, pears and peaches. These fruits, plus native fruits, could serve as the raw material for a fruit canning plant.

A California concern is packing tomato juice and paste, as well as several fruit nectars. There should be an opportunity for a plant producing cans, since several industries would make use of them. Processing of fish, especially shrimp, offers a development opportunity. Cattle raising can be extended, and much development is possible in the dairy industry. Many plants are using considerable hand labor since wages are low. Increased business should create a market for automatic machines.

EL SALVADOR

Smallest of the five countries, El Salvador has the greatest population density. It is not self-sufficient in food although practically all arable land is under cultivation. Some relief is planned through drainage of swamps along the coast and irrigation of certain areas rich in volcanic ash. These projects may also offer opportunities for U.S. firms.

Several U.S. firms have sizeable investments in food processing plants, and 3 U.S. food companies maintain branches. Two instant coffee plants are in operation, one producing in part for export. A modern bakery produces bread, rolls, cookies and crackers. A rice processing plant is under construction and seeks a partner to produce breakfast foods. A packing house to produce beef for export is being planned, and also a meat canning plant with a U.S. partner.

The shrimp business is well organized, but there are additional opportunities in the fishing industry.

Opportunities exist in the canning of fruit, vegetables, juices and fish. Other promising products are dehydrated soups, jams and jellies, breakfast food, powdered milk and corn products.

HONDURAS

This country has over 75% of its population in rural areas—about 33% of the total are at subsistence level. Much help is needed to improve agriculture generally, and specifically to help diversify the smaller farms.

Bananas have been the main export item, with coffee second in importance. Many former banana plantations are being converted to other crops. Cattle have been growing in importance and there are 5 packing house plants, with 5 million pounds of beef exported in 1961.

An improved variety of pineapple has been planted which can be the basis for both fresh and canned pineapple sales. Fish processing has not been developed, although there is real potential. Fruit juices and corn products are two other products with potential.

NICARAGUA

This country appears to be making real economic strides. A recently constructed meat packing plant is capable of processing 75,000 cattle annually, most of which will be exported. Dairy herds are being improved as are cattle generally. Coffee,

the author

MR. HALL is Chairman of the Board and Chief Executive Officer of The Kroger Company, Cincinnati, Ohio. He has a broad experience in the procurement, processing, manufacturing, packaging, distribution and merchandising of fresh and packaged foods.

He has been associated with The Kroger Company since 1931, and became its President in 1946. The Company operates over 1,360 food and drug stores with an annual sales volume of nearly $2 billion.

Mr. Hall is Chairman of the Board of the Federal Reserve Bank of Cleveland, a Member of the Board of the Armco Steel Corporation, Goodyear Tire & Rubber Company, and Champion Papers, Inc.

cotton, sugar, beef and bananas all move in export trade, and such basic items as corn, beans and rice are produced for local consumption.

A powdered milk plant is being planned as a joint venture of Nicaraguan and European capital. An instant coffee plant, a joint venture with West Coast U.S. capital, produces for local and U.S. distribution. A flour and feed mill also represents joint investment of U.S. and local capital.

Local capital has financed a large sugar refinery, with 18,000 acres devoted to sugar cane. Two cotton seed plants are in production, with ample raw material available. A modern cookie and cracker plant has been in operation for some years and seeks a U.S. partner to enlarge operations.

There are opportunities for further joint ventures in food processing, and the fishing industry is underdeveloped and offers an opportunity for U.S. investment.

COSTA RICA

This country offers good opportunities for agricultural development and food processing, but the constant eruption of Irazu volcano, spreading ash over farming areas and the city of San José, has a deterrent effect at the moment. A large plateau to the southeast is free of volcanic ash and offers considerable opportunity for development. Rice is being grown in some sections of the area, and cattle raising is underway.

Costa Rica has the largest percentage of middle class people in Central America, and it is reflected by the many fine stores and supermarkets. Modern food plants are in operation. Canning of fruit juices and tomato products exists on a small scale, but additional production is possible. Baby foods offer good potential, and pineapple growing could be developed. Some of the newer variety of bananas are found on the east coast.

Shrimping is quite successful, but an opportunity exists in the tuna and fishing industry generally.

Considerable progress can be expected in agriculture and food processing.

There are many English-speaking business men in Costa Rica and a friendliness for the U.S.

As the Common Market develops, there will be an increase in the income level of these 5 countries, which will result in a higher standard of living and an opportunity to export many products to Central America. In the meantime automated and semi-automated machinery will be needed in the food processing industry.

Competition exists from foreign producers, and it will take aggressive selling with service to secure a good share of this business for the U.S.

Joint ventures offer the best opportunity to participate in the region's coming development, and the success to date for many U.S. concerns should encourage this participation.

CHEMICAL OUTLOOK

Widely varying markets

Emphasis shifting to importing basic chemicals for local production of finished products; joint ventures desired

By MARCUS SITTENFIELD

Director, Marcus Sittenfield & Assoc.

The Central American market for chemicals and chemicals products is growing at a different rate in each of the 5 countries. The U.S. manufacturer of basic chemicals faces considerable competition from Europe and, to some extent, Japan. Trademarked consumer products such as soap, cosmetics, and pharmaceuticals, are sold in proportion to the merchandising effort.

MARCUS SITTENFIELD

As the demand for consumer chemical products increases, there is an increasing tendency to establish manufacturing industries that import the more basic chemicals and transform them into the final product. Typical industries include the manufacture of insecticide concentrates, cosmetic preparations of all types, and certain pharmaceuticals. There is a substantial interest in starting aerosol filling operations of all types.

The chief source of foreign exchange in most Central American countries is derived from agriculture. As knowledge of modern agricultural techniques becomes more widespread, the need for agricultural chemicals, such as insecticides, fungicides, herbicides and fertilizers, will increase. A point may soon be reached where the demand will be sufficient to construct basic manufacturing plants in some areas.

Agriculture-based industries, such as sugar refining, vegetable oil production and refining, and breweries and alcohol production, are found in varying degrees in each country, depending on the agricultural commodities produced.

Exporters of U.S. machinery for use in the chemical and chemical-related industries in these countries, are running into considerable competition from European equipment. This was partly due to the apparent unavailability of small-capacity equipment in the U.S., such as packaging, aerosol filling, and pharmaceutical and cosmetic machinery. For more basic chemical processing such as detergents and sodium hypochlorite bleach, considerable emphasis was placed on foreign equipment because of the small capacities available.

Foreign equipment is quite evident in the expanding plastics industry, due to lower costs, improved technology and better design. There will be continued opportunities to sell plastic converting machinery, blow-molding and injection molding equipment, and tube-forming extruders as the Common Market economy expands.

U.S. manufacturers may be able to maintain a position in fabricated process equipment by having some of it manufactured locally on a royalty or other participation basis. Nicaragua and Costa Rica have several good metal fabricating plants.

Each country should be considered separately, since they offer different opportunities for the U.S. to develop its trade.

GUATEMALA

Guatemala has a reasonably well developed economy. There are manufacturing facilities for many consumer type chemical products: plastic molding and extrusion, soap manufacture, vegetable oil refining, petroleum refining, paint manufacture, insecticide formulating, and pharmaceuticals and cosmetics.

TOP BANANAS: A United Fruit Company chemist studying how to improve his firm's Honduran product. The market for chemicals and chemical products is growing in each of the 5 nations comprising the Central American Common Market, but U.S. exporters face growing Japanese and European competition.

As far as the U.S. business community is concerned, there are several possible opportunities for trademark licensing and contract manufacturing of pharmaceutical products and cosmetics. In some instances a joint venture with investment of machinery is being sought.

The paint industry has developed to the point that one company is installing a nitrocellulose lacquer plant under license. It is now in the market for a know-how license, and perhaps participation, for establishing a unit to make water-based emulsion vehicles of the latex and polyvinyl acetate type.

There is an opportunity to license know-how in producing roofing paper and roofing tars by a company presently making asphalt emulsions.

Need for more automatic filling, labeling and packaging equipment will rise with increased production in the various industries producing packaged items.

Several plastic fabricating plants produce extruded plastic tubing for bags and similar uses, pipe and pipe fittings, and injection molded products. These plants are fairly well integrated and will be in the market for new equipment as the general economy develops. The most immediate opportunity for business probably lies in renting molds of new and interesting designs.

EL SALVADOR

The industrial and business climate in El Salvador is reasonably well developed. The business man is generally well informed on U.S. business and obtains his own contacts.

Besides the usual operations turning out paint, soap, detergents, insecticide emulsions, plastic fabrication, pharmaceuticals and oil refining, there are also a small synthetic adhesives plant and a superphosphate and sulfuric acid plant as part of Fertica's fertilizer blending operation.

A paint company here is looking for a know-how license to manufacture nitrocellulose lacquers.

There is also considerable interest in joint ventures involving know-how and machinery for making aerosol goods.

The pharmaceutical and cosmetic industry offers contract manufacture opportunities for production by U.S. companies of trademarked items now selling in El Salvador. In some cases participation capital is requested.

HONDURAS

Honduras has few chemical companies, but those it does have seem to be well organized, modern, and efficiently operated.

In Tegucigalpa, the political and financial center of Honduras, there is a synthetic detergent plant using an Italian sulfonation process. This company, as are most in the Central American market, is widely diversified. They also make shoe polish under contract, toothpaste, sodium hypochlorate bleach by use of Italian-designed electrolytic cells, and emulsifiers. Almost all the materials produced are marketed under U.S. trademarks.

San Pedro Sula, near the Caribbean coast, is reputed to be the new industrial center of Honduras. A modern, well equipped pharmaceutical company there is producing about 30 products, both ethical and proprietary, under its own trade name. They have also contracted with a U.S. pharmaceutical firm to produce serums of various types, and are building a modern facility for this purpose.

A producer of oxygen and nitrogen is seeking equipment to expand his facilities to almost double his capacity, and enable him to make liquid oxygen and nitrogen as well. Acetylene generation and bottling equipment will be required for this expansion.

Honduras has 2 lead and silver mines that ship ore concentrates to the world market, principally the U.S. A group associated with one of the mines is studying the feasibility of installing a lead smelter, in order to export crude lead for refining rather than the ore itself.

These are the type of diversified opportunities existing in this market.

NICARAGUA

Negotiations involving 3 U.S. firms for the development of a salt-producing operation combined with a chlorine-caustic soda plant and a toxaphene plant are underway.

A new sulfonation plant to produce emulsifiers is being constructed as a joint venture between Atlas Chemical Company and a Nicaraguan group.

A Nicaraguan company is interested in establishing a plant to manufacture essential oils, flavors, and aromatic chemicals. U.S. know-how and investment capital is being sought.

Nicaragua has it share of plants producing insecticide emulsions, plastic prod-

the author

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He has traveled extensively in Latin America on technical and economic surveys for several U.S. companies. He is a writer of technical articles published in leading chemical journals.

ucts, paints, detergents, pharmaceuticals and cosmetic products. At least one plant produces hydrogen and oxygen electrolytically. Opportunities for expansion of these industries were noted in conversations with various industrialists.

A list of existing industries issued by the Ministerio de Economia at the end of 1962 indicates that 37 firms do some form of chemical manufacture, 27 are classified in the pharmaceutical and cosmetic fields, and 17 are listed as producing rubber and plastic products.

COSTA RICA

The chemical industry in Costa Rica is in some respects more advanced than in the other Central American countries.

Education and literacy are at a higher level in Costa Rica, with the University in San Jose having an enrollment of about 6,000 and containing, among others, Schools of Science, Chemistry, Engineering, Medicine, and Geology.

There are the usual industries such as paint manufacture by mixing and blending, pharmaceutical and cosmetic compounding and packaging, and insecticide blending.

Besides these, the Esso-Fertica group has installed a nitric acid-ammonium nitrate manufacturing operation using imported ammonia. Mixed fertilizers are obtained by compounding imported phosphates and potash with ammonium nitrate.

The Kativo group, headed by a vigorous U.S.-trained engineer, has halted paint manufacturing operations due to flood waters and a flow of volcanic ash at the foot of the now active volcano. To make up for this, it is importing duty-free paints from its sister company in Nicaragua. However, the firm's detergent plant is operating satisfactorily

The other paint manufacturer, Pintica, S.A., is a Glidden licensee. It produces a full line of alkyd-based and water emulsion based paints. The basic ingredients, pigments, alkyd resins, polyvinylacetate-acoylate, and copolymers are bought at the best worldwide price. Hence we find many European products being imported.

Solid interest was expressed in the development of salt refining operations, chlorine-caustic soda plants, and sulfuric acid production.

Hydrogen and oxygen are being manufactured on a small scale electrolytically.

In the pharmaceutical field, the mission found companies interested in contract manufacture under license, as well as diversifying the number and type of local trademarked items.

Chemical process equipment, such as reactor vessels, tanks, and textile processing units are being manufactured on a small scale. Cooperation with U.S. fabricators for engineering and design information is being sought for more effective coverage of the Central American market.

There is no doubt that the substantial reduction in the coffee crop due to the volcanic ash may affect the general economy. However, this may be a blessing in disguise. It may force the agricultural sector to diversify into other crops, such as cotton and castor beans that are not affected by the acidity in the ash, but are fertilized by its mineral content.

The mission felt that the industrial problem resulting from the ash is a problem of clean-up and equipment upkeep.

Central American imports of selected chemical items from the U.S.—1961

(Thousands of dollars)

Commodity	El Salvador	Guatemala	Honduras	Costa Rica	Nicaragua	Total
Lards, oils & greases	1,499	2,867	370	631	167	5,535
Biological products, serums & vaccines	97	94	71	167	151	581
Medical products	4,096	5,633	2,529	3,873	4,751	20,884
Chem. compounds & salts	240	717	210	270	n.a.	—
Perfumes & cosmetics	1,141	661	568	423	618	3,410
Chem. industries, in general	530	516	278	405	n.a.	—
Glycerine	6	23	17	28	3	76
Enzymes	84	46	15	2	n.a.	—
Tanning extracts (ex. Syntans)	86	88	28	7	44	253
Printing Inks	71	93	17	73	22	277
Essential oils	48	19	11	15	5	98
Wax, shoe polish, pastes, liquids, talc, etc.	167	232	91	235	124	850
Prepared explosives	67	14	114	44	n.a.	—
Insecticides of all types	766	1,019	219	141	2,003	4,348

Market Profile—Central America

Area: 174,380 square miles.

Population: Approximately 12 million.

Per capita income: About $267 a year, ranging from $206 in Honduras to over $361 in Costa Rica.

Gross national product: $3.069 billion in 1962.

Motor vehicles: 1962 registrations total 125,200.

Radio and television: Estimated, more than 550,000 radio receivers; television stations operate in each of the capital cities.

Electricity: Over 1.1 billion kilowatt hours produced annually.

Value of foreign trade: (1963) Total exports, $611.8 million; imports, $684.5 million. Trade with the United States: Imports, $301.6 million c.i.f. value; exports (1962),$187.1 million f.o.b. value.

Principal exports: Coffee, bananas, cotton, shrimp, cattle, and beef.

Principal imports: Manufacturers, machinery and transportation equipment, chemicals, food products, petroleum, specialty fuels and lubricants.

Principal trading partners: United States, Federal Republic of Germany, Japan, Netherlands and possessions, United Kingdom. Intraregional trade.

Knock on wood—and sell!

U.S. companies can market more processing equipment for lumber industry

By WAYNE W. GASKINS
Western Forest Industries Association

The countries of the Central American common market, with varying needs for wood, have in common their high tariff barriers on manufactured wood products. Harvesting and wood-processing equipment is in greater demand in some areas than in others.

WAYNE W. GASKINS

Several of the countries with timber resources have a highly inflated idea of the value of these mixed-stand forests and—except for Nicaragua—have done little to encourage administrative procedures, taxes, and land laws necessary for establishment of integrated and well-financed wood-processing industries.

Guatemala

A country with large forest reserves of both tropical hardwood and conifer forests, Guatemala is the northernmost of the 5 Common Market countries.

Exploitation is concentrated on the more valuable mahogany and cedar for export as lumber or flitches. Other hardwoods, as well as pine and cypress, are processed for domestic consumption by numerous small sawmills scattered throughout the country.

Guatemala also has one plywood plant logging and utilizing tropical hardwoods in operation (and one not operating), and one chip-board plant utilizing wood waste. The plywood plant, utilizing American equipment, produces for the domestic and export market.

Needed items

There is a variety of opportunity for immediate equipment sales. For example, crawler-type tractors, powerful diesel-powered log trucks, and arches used in the tropical forests of the Caribbean coastal area give way to the oxen, axe, hand-saw and smaller trucking equipment used in the pine and cypress areas of the interior.

Replacement equipment is continually needed by the larger operations in the tropical forests. The operators in the highlands use, re-use, repair and substitute for their equipment needs.

Demand in the highlands for modern logging and automatic processing equipment is small. One sawmill and processing plant visited is equipped almost entirely with relatively low-cost but well-made European milling equipment. Lower initial prices and good terms for financing of European equipment offer strong competition for the limited equipment purchases at present.

Furniture-making tools, particularly hand tools, saws, sanders, etc., could have a ready market in the small furniture-making enterprises in the country, but aggressive selling would be needed and at present the total dollar-volume is not great.

The longer-term opportunities for logging and wood-processing equipment sales are much more encouraging. The Central American Common Market, rapidly developing as production and know-how increase, promises future equipment demand. The persons selling today's limited market will be selling tomorrow's expanded market. This is true for all member countries of the Common Market.

Many joint ventures, in the extracting and processing of wood products, exist. Care must be exercised and the greatest attention given to ventures in which the raw material needs will be subject to direct Government control like that exercised primarily in the tropical hardwood forests of the country.

Units of measure and government administrative decisions based on faulty information could be disastrous. Local and national "tree tax" methods of assessing each tree cut on private and federal lands, and the present local taxing authority must be thoroughly investigated and ground rules well established before major investments are made in plant facilities. The "tree tax" approach appears to be a serious deterrent to consideration of fiber-making operations.

Low-cost housing needs of Central American Common Market countries, available forest resources of Guatemala, and the place for treated lumber in these low-cost houses offer an expanding market to be shared with concrete and masonry building materials.

Guatemala has 25% of the land area and 34% of the Common Market population.

El Salvador

A country with 5% of the Common Market land area and 23% of its population, El Salvador has been forced to become a country "on the go."

Forest products generally must be imported from other Common Market members. Lumber and plywood, although not in heavy usage, are imported. Domestic fabrication of wooden furniture is on a relatively small scale. The paper industry is dependent upon imported products and acts merely as a local assembly plant. Demand will continue to grow rapidly in this area.

Unfortunately, the high tariffs established on imported wood products made outside the Central American common market are prohibitive. Therefore, the opportunity to join in the expansion of this marketing area appears best to be accomplished by joint-venture manufacturing within other Common Market countries.

Home-building, a greatly expanding industry in the low-cost range, offers a possibility for the use of treated roof-trusses replacing the present steel truss. In the middle-class home market, treated wood trusses—coming into greater use—and

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His responsibilities include forestry, analyses of timber sales potential, suitable products, and resource development.

He assisted in setting up a program of study at the Instituto Forestal of the National University of the Republic of Colombia, at Medellin, under assignment from Michigan State University. He also taught at the College of Forestry of the State University of New York, and at Auburn University.

decorative lumber and plywood paneling offer market outlets for goods of the wood products manufacturing ventures in the Common Market.

Honduras

There are substantial forest resources of both pine and tropical hardwoods in Honduras, with an established sawmill industry producing from both groups. Annual pine production now totals about 200,000 board feet. Exports of the top grades of pine go to Europe and the island countries of the Caribbean. Mahogany and other fine hardwoods are exported in log, flitch and lumber form to the United States and Europe.

The country is experiencing a very devastating bark-beetle infestation that at this writing is estimated to have killed more than 7 billion board feet of mature pine, and the infestation is still spreading. According to forestry specialists, it has destroyed from 30 to 50% of the stand in its sweep across the country.

Both the Government and private holdings are suffering substantial losses. Salvage operations must be rapid: 4 to 6 months to produce lumber products; less than 2 years to salvage for other purposes, in order to harvest a raw material of low value and only marginally acceptable.

The existing sawmilling industry and a small but rather good furniture-manufacturing industry offer market outlets for U.S. logging, sawmilling and woodworking equipment. The industry depends largely on U.S.-made equipment, although frequently more expensive, because of more rapid delivery of replacement parts from the U.S.

U.S., local capital

A plywood plant with U.S. and local capital is located at Puerto Castilla. It has a modest but growing production and appeared to be producing an acceptable hardwood panel. There is discussion of a possible pulp and paper operation for this region. For both the existing plywood plant's expansion and the proposed pulp and paper plant, the key question appears to be access to timber resources: Who will build the access, who will pay for it, and how much the per-unit cost for the wood will be, delivered at the mill yard.

With the existing industry, the expanding demand, both in the Central American common market and the world market for fine hardwoods, Honduras offers opportunity for investment, selling, joint venture, and bargaining (even solid mahogany furniture blanks were offered to us). But like Guatemala and other countries in the Latin American area, very thorough pre-investment and later operational contact is essential. For example, the Government pricing and scaling procedures for this pine timber leave no encouragement for any existing or new investor to switch to Government stumpage from the still available and cheaper private timber. It appears that some technicians assigned to Honduras in years past have been misunderstood, and Government measurement and pricing policies have gotten out of line with commercial reality.

Access problem

Honduras is a country with a wood resource, a wood industry, and a future. The age-old question of access, as in parts of the western United States, still stands high on the list of problems needing a solution.

Honduras has 25% of the land area and 18% of the population of the Common Market.

Nicaragua

A country with 34% of the land area and 13% of the population of the Common Market, Nicaragua has had an active forest industry and has a future potential for forest-based industries.

For many years the pine forests have provided lumber for local and world demand. Fire protection has been lacking and indiscriminate burning the practice. The pine resource has declined. With protection, the potential still exists. Tropical hardwood-based industries are a thing of the future as access is provided to this presently remote region.

A number of small sawmills exist. They will continue to need some logging and milling equipment. One established plant producing pine and hardwood plywood of acceptable quality is looking forward to expansion and new equipment. U.S. equipment manufacturers, offering reasonable credit terms, could aggressively sell their products for this expansion. The plant now has European equipment and is satisfied, but would be interested in U.S. equipment if available at attractive terms and prices.

Another group of Nicaraguan business men is interested in a small plant for pressure-treating pine lumber to protect local housing from termites.

A partially completed pine-stump naval-stores operation is located at Punto Cabezas. Problems of high raw-material prices, financing and reduced world-market prices for rosin are creating difficulties.

Local furniture manufacturers are well equipped with U.S. machinery and are pleased with its performance. This market should be protected and expanded.

BUZZING: From these great logs will come sections for farm homes. Scene is in Guatemalan mill yard.

U.S. furniture importers could find a source of good solid mahogany furniture (Danish modern design) if interested in imports.

Costa Rica

A forested country largely in private hands, Costa Rica has 11% of the population and 12% of the Common Market land area. It has many fine and secondary tropical hardwoods, some known in world trading channels, others soon to be known.

Some specialists, thoroughly acquainted with Costa Rica, say potential annual income from its forest products could quickly exceed income from coffee, the nation's number one export. This appears to be an altogether reasonable projection.

However, anyone investing in Costa Rica's forest lands to provide a basis for a forest-products manufacturing industry must be prepared to cope with land ownership and "squatter" problems, uncertain and poorly defined national and regional tax responsibilities, and physical problems of harvesting timber under often-difficult tropical conditions. Joint venture opportunities exist and could be mutually satisfactory to both parties, but must be thoroughly investigated prior to final commitment.

U.S. export opportunities for manufacturers of logging, milling and furniture manufacturing equipment exist to some degree. The interest in used semi-automatic milling equipment equalled or exceeded that found in Honduras and Nicaragua.

Product exports—lumber, logs, etc., to the U.S.—exist. The central question is how to concentrate varying small volumes of production to justify the cost of shipping and handling. Substantial volumes could be had.

U.S. suppliers of forest products manufacturing equipment, as well as persons wishing to participate in a rapidly expanding Central American Common Market demand for wood and paper products, must develop contacts and plans in this area now. U.S.-made equipment is known and liked. Highly automated equipment will be in demand as the skills and wages of the labor force climb in the decades ahead.

Markets and sales opportunities, though small now, must be aggressively sought and held if U.S. equipment manufacturers and investment groups expect to enjoy an expanded future in the Central American Common Market.

Wanted: housing money

Unsatisfied demand is strongest in Costa Rica, El Salvador and Nicaragua

By ASA T. SPAULDING

President,
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The Central American common market area has a population of more than 11.6 million, and per capita income has increased from $240 in 1962 to $361 currently. Costa Rica's 4.5% annual population growth is one of the highest in the world.

ASA T. SPAULDING

Government officials, bankers, and leading businessmen are optimistic as to the future of the area with its economic integration, exploding population and economic upgrading. They seem to be aware of many problems to solve, challenges to meet, and difficulties to overcome. While the evidence is more pronounced in some countries than in others, there are indications in all that efforts are being made to come to grips with their problems—economic and political.

Housing pressure

Considerable attention is being given to industrial and agricultural improvement, including cattle-raising, and practically all available local capital is being used for that purpose.

This leaves very little capital for housing, despite rapidly increasing urbanization caused by an exploding population. The need for better housing is a pressing one, and the pressure is increasing daily.

El Salvador

Reliable sources report that 80% (784,000) of all urban dwellers are inadequately housed, and that the rural situation is much worse. El Salvador is concentrating on solving the urban problem first for, although smaller, it is more volatile. The urban population grew 2.5% faster between 1950 and 1961 than did the rural population.

An authoritative source stated that there is an effective housing deficit in El Salvador now of 75,000 units with 55,000 in low-cost housing—despite efforts of the Salvadoran Government with AID assistance—and 20,000 in better housing for the middle class. This source stressed the need for foreign private capital to assist in financing middle-class housing, and pointed out that projected studies indicate that the annual increment in effective housing needs for the next several years will be 10,000 in low-cost government-subsidized housing, and 5,000 in middle-class housing priced at $4,000 to $10,000 and needing private financing. Local capital for private financing, however, is not available.

High interest

When offered, housing loans are sometimes limited to 3 years, with interest rates as high as 12%. Rates and charges on mortgage loans of an FHA-guaranteed type for terms of 5 to 15 years range around 11%.

With the favorable investment climate —political and economic—monetary stability and integrity, favorable tax considerations, high interest rates available, and the tremendous effective need for middle-class housing, American investors might

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well consider the investment opportunity. If undertaken, I would suggest that it be done on a joint-venture basis.

Nicaragua

Nicaragua has had 30 years of political stability matched by an impressive economic stability. It has a freely convertible currency and its rapid growth-rate has not been accompanied by runaway inflation.

Foreign capital is warmly welcomed, and repatriation of capital and profits is unrestricted. Nicaragua has signed agreements with the U.S. Agency for International Development (AID) covering all 3 types of risks to international investors—in convertibility of currency, expropriation, and war.

Local resources limited

According to the best available information from the highest authoritative sources, not more than 5% of the middle class has satisfactory housing. Homes are just not available.

President Schick not only authorized his being quoted, he *requested* that American investors be informed that one of the greatest opportunities for foreign private investment in Nicaragua is in the field of middle-class housing. Local capital is just too limited to satisfy the need. The President indicated that his Government would be interested in working out, through Nicaragua's Central Bank, arrangements for guaranteeing private foreign loans for middle-class housing.

High returns possible

On the basis of what is believed to be reliable information, American investors in middle-class housing in Nicaragua can expect attractive returns on guaranteed loans, the net interest ranging from 7% to 8%.

The general manager of the Banco de América in Managua stated that his bank would pay 7½% on funds made available to it for financing middle-class housing, with the interest exempt from Nicaraguan income tax. He advised that his bank would guarantee the loans and look after the proper registration of the foreign capital so as to guarantee convertibility and repatriation of capital and interest. The bank would also assume responsibility for approving and servicing mortgage loans.

Investment opportunities in middle-class housing in Nicaragua should not be overlooked by the American investor seeking such a market.

Costa Rica

Slightly larger than Vermont and New Hampshire combined, Costa Rica is perhaps the most democratic Central American country.

HUB: On Managua's main street, Parke-Davis and Esso signs are in sight of Nicaragua's National Bank.

It has a population of approximately 1.3 million. Per capita income—about $361 in 1962—has not kept pace in the last few years with the tremendous rate of population growth.

Lack of capital for financing has slowed the growth of the industrial sector and adversely affected the standard of living—yet Costa Rica is the Central American country with the largest percentage of population in the middle-class group. The insufficiency of the traditional contribution of agricultural products has also had a bearing on the reduced standard of living.

Capital lacking

The resources of Costa Rica's nationalized banks—with the insurance company government-owned—are not enough to meet demands for industrial credit, although industrial development is greatly needed to complement agricultural production. Imports continue to rise faster than exports. The over-all result is deficits in trade balance and payments balance, and budgetary problems.

The great industrial need for a local supply of short-term capital results in little or no local capital being available for middle-class housing despite the tremendous need for it. Costa Rica's population has increased almost 80% since 1950. An estimated 700,000 of the population is under 21 years of age.

Authoritative sources estimate a present effective deficit in middle-class housing of over 30,000, with anticipated further demand for 3,330 units per year to match population growth. Replacement requirements are estimated at 1,600 yearly. INVU (National Institute of Housing and City Planning) estimates that 27% of total urban housing demand comes from the middle class.

There is now under way a cooperative project between INVU and private enterprise for constructing 450 houses for middle-income families. They will cost from $5,400 to $6,600 each. Foreign financing will be required for 62.75% of the project's total value. INVU will be responsible for loan-collection control and related administrative duties. Guarantees will be offered to private U.S. investors. This is an example of local efforts—dependent on foreign capital—to alleviate the middle-class housing problem in Costa Rica.

I have been informed by reliable sources that the American investor fi-

OUTLET: Port of Golfito, Costa Rica, is window on world. (Photograph courtesy of United Fruit Co.)

nancing middle-class housing in Costa Rica might expect an interest rate of better than 7%. One source mentioned a range of from 8 to 9%. A report submitted by COFISA reads in part as follows:

"The street rates are, at best, 12% (plus 5% commission), with mortgages on properties in the central part of the city of San José, and higher when secured by properties in other places. . . . These loans are strictly short-term. This is the situation faced by industrial entrepreneurs when they are hard-pressed for credit and the banks do not have funds readily available to lend them."

Without the aid of foreign capital, the middle-class housing problem in Costa Rica is likely to remain acute for many, many years.

I would suggest, however, to any American investor that he satisfy himself as to the probable effect upon such an investment of the ash from the erupting volcano. Costa Ricans do not seem to be alarmed by the situation, nor do they entertain any thought of abandoning the capital. If such investments are made, I would recommend consideration being given to doing so under a joint-venture agreement with local entrepreneurs or government agencies.

Honduras

In terms of population, Honduras is larger than Nicaragua and Costa Rica. Its population is 53% illiterate and its per capita GNP of $206 is the lowest in Central America. Its GNP growth during the past few years has been 4.29%. It has complete convertibility of exchange, and there are no controls on capital movement. Present tax levies are among the lowest in Latin America.

Two major cities

Honduras has two major cities which are equally important, Tegucigalpa and San Pedro Sula. Tegucigalpa is the center of financial and government transactions, and San Pedro Sula is a commercial-industrial center.

Migration to the city of Tegucigalpa from the rural areas caused about a 90% increase in urban population from 1950 to 1961. This has accentuated the urban housing problem, and local citizens are attempting to do something about it.

Shopping center

The last person interviewed by me in Tegucigalpa, on Aug. 2, 1964, plans to start construction of 1,700 houses in October for the middle-class group. Total investment in this project will approximate $7.3 million.

The firm has already secured an AID guarantee of $6,575,000 and financing has been arranged by a U.S. company. The purpose of the interview was to ascertain the possibility of a joint venture with an American investor to put up a shopping center in the housing project area. (Estimated cost: $1.5 million, excluding the value of the land.) The shopping center would cover an area of approximately 500,000 square feet. The estimated net return on the investment was given as a minimum of 20% annually. The population in the area to be served is expected to increase to 30,000 within 10 years, with a purchasing power of $18 million.

The firm is a community holding company established in 1878. It has an interest in the Banco de Honduras, real estate (urban and rural), farming, ranching, merchandising, and construction. It has a reported net worth of $5 million, and for the firm and individuals of over $10 million.

In Honduras, I had fewer promising interviews concerned with foreign financing of middle-class housing than in El Salvador, Nicaragua and Costa Rica. It would appear that either the more responsible builders and developers in Honduras already have American contacts, or the pressure for foreign private financing of middle-class housing in Honduras is not as great as in the other countries.

Guatemala

Although housing needs in Guatemala are great, there does not seem to be as much pressure for middle-class housing financed by foreign capital as in the other Central American countries, nor is there an open-arms attitude toward such investments on the part of many.

Of the 4.1 million population—overwhelmingly Indian and rural—about 13% are in Guatemala City, and 25% in towns of over 10,000.

The Guatemalan Chamber of Industry, attempting recently to arrive at a position reflecting the private sector's attitude toward foreign investment, discovered that while the majority appeared to recognize the inevitability of foreign investment, there was some fear of "unfair" competition from large foreign corporations.

Businessmen

Mario Mory, co-founder and executive director of the Banco Inmobiliario, S. A. (the first stockholder-owned savings and loan association in Guatemala), and former president of the Bankers' Association, feels that financing of private housing should be done by local institutions.

Mory's discussion of "Damaging Effects of AID-Guaranteed Housing Projects in Guatemala" was published in April. He points out the tremendous growth rate of the savings and loan system and contends that it will be in the country's best interest to have private housing financed through local capital accumulations. He opposes "foreign investment for housing privileged by guarantees against political inconvertibility risks." He holds this to be an unfair competition to local savings institutions, which will discourage the development of national savings. He does not oppose AID support in the form of "seed capital" only. His attitude is representative of other business leaders.

Government

The Guatemalan Government favors any form of foreign investment which will help improve the economy, and offers many incentives. It seems to frown, however, upon foreign investments which might tend to displace local capital.

I do not consider the investment opportunities and climate for American private capital in housing in Guatemala to be as favorable as in El Salvador, Nicaragua, Honduras and Costa Rica.

GIVE AND TAKE: Members of the U.S. Trade Mission answer questions from an audience of businessmen in Panama City. Seven sessions such as this helped produce 497 business contacts for U.S. firms. Mission visited 9 cities in 6 nations, turning up 295 trade opportunities and 142 investment openings.

Prospects for Panama...

By PAUL P. KLEMENS

In many respects Panama City is comparable to a large industrial center like Detroit, where the farm boy dreams of some day working at an attractive rate of pay.

Here you perceive a galaxy of sights: on the way in from the airport you first see a modern, newly constructed tourist court utilizing the latest in building techniques and materials.

But as you approach the city you develop a feeling that you may be entering through the back door. Housekeeping of city streets deteriorates and shacks constructed of box lumber and scrap tin salvaged from larger construction projects are on both sides of the highway.

The construction industry in the metropolitan district, and especially in the area surrounding the finer hotels, has numerous buildings pointed to with pride.

Your approach to the new section of Panama City is very sudden and you enter a concrete jungle laid out with only the finest of metropolitan apartments. The individual apartments have an atmosphere of tropical splendor in the little touch of garden area included on each veranda.

In this hotel and apartment area construction is of multiple-story reinforced ready-mix concrete; the sub-floors are all of high-quality concrete blocks. Higher floors are usually partitioned off with clay tile, because of the difference in weight.

The outlying better-class houses still carry the old Spanish castle lines of architecture; rarely is this example completely forgotten, even in a 1964 model home. Plumbing fixtures, stoves, hot water heaters and general household appliances carry U.S. brand names.

Far from normal

A scene such as this should offer a long list of opportunities for U.S. suppliers and investors, and under normal conditions Panama does present the picture of an excellent market for American building materials and equipment manufacturers.

But the construction industry here is far from normal. Actually, it can best be described as being in a state of suspended animation.

Sand and gravel plants have been drawing from accumulated stock piles, and crews have been laid off for months, with little hope of returning for still some time. The local suppliers of hand materials like concrete block, pipe, clay products, and ready-mix, are only operating on a 5-day week; normally this time of year calls for a 10-hour day, 6 days a week, and often two 8-hour shifts.

The contractor is reluctant to build, the material supplier is skeptical about a large inventory, and the investor is looking to the new administration for tax relief.

It remains to be seen whether or not the early actions of the new government, when it takes over the administration in October, will start Panama's construction industry on the road to normality. In the meantime, it would be advisable for American suppliers to keep a close watch on this attractive market for signs that the industry has begun to revive.

U.S. investment welcomed for middle class housing urgently needed in Panama City area

Local corporation which develops land, constructs houses, plans large-scale expansion when suitable financing is arranged

By A. T. SPAULDING

Panama City urgently needs at least 7,000 houses in the $8,000 to $11,000 range for the middle class—people who can make down payments of 20% and handles mortages for 12 to 15 years with minimum interest and other charges of 9%.

Reliable sources indicated U.S. capital for financing middle class housing in Panama can earn a minimum net return of 7½% and that a higher rate might be negotiated.

However, local industry is protected from competition. The country seems to be controlled, politically and economically, by a small group of industrial and business leaders.

Squatter's rights

The larger portion of the land is government-owned and a program is under consideration for giving squatters negotiable titles to the government land which they have occupied.

And despite the general feeling that relations between Panama and the United States will improve, certain irritants still exist—the Canal incidents earlier this year, for example, have left residual fears and resentment. There has been no Agency for International Development (AID) housing loan or guarantee in Panama.

The president of Ismael E. Champseur, Cia. Inversionista Panameña, S.A., favorably known and respected by local businessmen, took me to see a housing project consisting of 300 individual houses of masonry construction built by his company within the last 2 years. They are in the $8,000 to $11,000 range.

Most of them have 3 bedrooms, a living-dining room, bathroom and kitchen, and ample closets. The others have 2 bedrooms. Many of them have carports. All have neat surroundings and are serviced by a nearby supermarket that would compare favorably with those in the U.S. in appearance and offerings.

This middle class residential area is on a par with one in a higher price range in any average U.S. city. The firm would have built and sold several hundred more such homes if capital had been available. It develops the land, constructs the houses, and finances and services the mortgages.

No repossessions

The corporation has been in operation for 8 years, and the president says it has never had a repossession of a home because of default in payment. It has an affiliated company that handles the administration of credit accounts. It has pertinent information readily available on over 65,000 credit accounts.

The corporation has a paid-in capital of $500,000 and a surplus of $200,000. Authorization has been given to increase the capital to $1 million. The new stock is being offered to present stockholders first. Any unsubscribed shares were to be offered to the public at par after Aug. 31.

The principal outstanding stock ($500,000) is 8% cumulative preferred with a par value of $25. Approximately 18,000 shares of common stock are outstanding, with a par value of 10 cents per share. Dividends on the preferred stock are paid quarterly, and on the common stock annually (in December). The company told me dividends on both classes of stock have been paid continuously since the first year of operation; the rate on the common stock is $1 annually, and the market value of the common stock is quoted at $10. There is no Panamanian income tax on the dividends.

Investment terms

For every 4 shares of the new preferred stock purchased, 1 share of common stock with a par value of 10 cents will be given.

This firm owns enough land within Panama City—personally seen by me—to build, according to the president, an additional 1,000 individual homes of the type previously described. It will soon start the construction of 90, and already has over 300 applications for them; 53 have been processed and approved.

It is ready to proceed on a larger scale as soon as suitable financing can be arranged. It would welcome a joint venture participation by a responsible U.S. investor. Dividends and other payments to the U.S. investor would be payable in U.S. dollars.

Others are also interested in housing for the middle class.

SUPER SHOPPING: Panamanian shoppers crowd a U.S. style supermarket. Building reflects increasing sophistication of shopping tastes found by Trade Mission during recent swing thru Central America.

Market Profile—Republic of Panama

Area: 29,100 square miles.

Population: 1,155,000 (1963 estimate).

Currency: Balboa; 1 balboa = US$1. There are no exchange restrictions; U.S. dollars circulate freely.

Per capita income: $445 in 1962.

Gross national product: About $500 million in 1962.

Motor vehicles: About 24,000.

Radio and television: Estimated, more than 200,000 radios and 25,000 television receivers.

Electricity: 260 million kilowatt hours production in 1962.

Principal cities: (1960) Panama, 273,440; Colon, 59,598.

Value of foreign trade: (1963 f.o.b.) Exports, $64.8 million; imports, $154.3 million. Trade with United States: Imports, $109 million; exports, $32 million.

Principal exports: Bananas, shrimp, cocoa, refined petroleum.

Principal imports: Manufacturers, machinery and transportation equipment, chemicals, food products, crude petroleum.

Principal trading partners: United States, Federal Republic of Germany, Netherlands and possessions, Japan, United Kingdom, and Venezuela.

Food processing industry growing but opportunities exist for sales of U.S. food

By JOSEPH B. HALL

The food processing industry in Panama has taken several steps to serve the country's growing population over 1.1 million persons.

Food processing plants have been built. Two plants process dairy products, one canning evaporated and condensed milk in addition to packaging fresh milk, the other processing powdered milk and butter.

Cottage cheese is produced in small quantities. Ice cream is manufactured extensively. A modern plant produces cookies, crackers and candies, with bread and rolls manufactured at a separate location.

Fruits and fruit juices are canned in a plant which adjoins a can-manufacturing operation. The latter also furnished cans to other processors.

Panama does not produce all of its food requirements, however. Important crops for local consumption are rice, corn, yucca, beans, potatoes, coconuts, yams, papaya, plantains, pineapples, mangoes and citrus fruits.

Large sugar cane plantations serve a rum distillery. Cattle raising is being developed in this area, with a modern slaughter-house being constructed.

A shrimp fleet operates out of the town of David, which includes a cleaning, de-veining and freezing operation which exports to the U.S.

This entire Chiriquí area has a good potential for agriculture and industries based on agriculture.

Contrasted with the five Central American Common Market countries, Panama offers opportunities for the sale of U.S. food products. Wholesalers and distributors serving this market represent many U.S. firms.

Food processing has been developed both by the Panamanians and in partnership or under licensing agreements with U.S. firms. Opportunities exist for expansion in this field.

At the moment, Panama is not a part of the Central American market. It is logical, however, that Panama should establish some favorable trading arrangement with the market if it does not become a full member.

The other countries would offer an outlet for processed foods and in turn could furnish basic foods needed by Panama. The presence of the Canal and transportation and warehouse facilities arising from it could help to make Panama an important export and import center for Central America.

Both rice and corn are imported to supplement local production. While Panama City is well developed and several other cities have some business activity, most of the country is economically underdeveloped, with the rural areas having only meager resources.

The land is not especially fertile except in the province of Chiriquí and part of Veraguas, but cultivation could develop crops which would benefit the rural economy and the country as a whole.

The Chiriquí area contains good agricultural land. Here $20 million is being invested in citrus groves—10,000 acres of well organized plantings with a freezer planned for concentrated orange juice.

Coffee plantations are joined together in a modern grading, drying and merchandising cooperative. Rice is grown and milled, with expansion being planned.

Expansion possible for lumber industry

By WAYNE W. GASKINS

A country with an area of approximately 29,000 square miles and with a population of 1,155,000, Panama is divided into two general areas. The area between the Canal and Costa Rica comprises approximately 60% of Panama's land area and the balance between the Canal and Colombia the other 40%.

A recently completed Agency for International Development (AID) study of forest resources in the Darién region, which lies between the Canal and the Colombian border, indicates a potential for expanding the country's present small lumber and plywood industry.

The present opportunity for wood products manufacturing equipment sales is limited. Not only is the market demand small, but also the availability of low-cost rebuilt European equipment, warehoused and readily available for shipment and installation from stocks maintained in the Colón Free Zone, makes higher-cost U.S. equipment have even less demand.

The wood products produced in Panama are manufactured largely for the domestic market. U.S. lumber and plywood export opportunities to Panama appear to be small at best.

A possibility exists for reworking and warehousing used woodworking machinery in the Free Zone of Colón. The market would be the Central and South American forested and wood-producing countries.

Panamanian garment industry limited but efficiently operated

U.S.-made textiles dominate highly competitive retail field

By MARTIN WEINER

Panama is not now ready for textile industrialization. Its garment industry is limited, but the garment plants visited were operated by knowledgeable management, manufacturing work clothing and men's shirts and sportswear as licensees of U.S. firms. No joint ventures were sought, but there was some interest in licensing.

Retail competition is very intensive, and, as a result of this and lower duties, Panamanians are enjoying better values than those of other Central American countries.

U.S.-made textiles were predominant, and interviews with merchants disclosed inventories made up of from 50% to 90% U.S. merchandise, depending on the location of the store. Japanese and European fabrics, with a growing influx of Colombian products, make up the balance.

Appraisal hoped for

It is hoped that, after the newly-elected administration takes office, there will be a better atmosphere for appraisal.

A strong possibility exists for the manufacture of very fine fashion apparel (of the Hong Kong type) in the Free Zone at Colon. Such an operation would aim to reproduce European and American fashions at minimal costs.

The San Blas Indian "molas" offer good opportunities for imaginative exploitation. Molas are fine, hand-sewn applique and overlay designs, creating colorful mosiacs in fabric. They are presently under-merchandised.

Everything to lose

In the opinion of Panamanian textile merchants and garment manufacturers, they have nothing to gain and all to lose from joining the Common Market. Since their labor costs are higher, they would be in no position to compete in the exportation of products to neighboring Central American countries.

The Common Market protective tariffs would raise costs on imported goods and they would lose the benefit of the low tariffs they are enjoying presently.

MIRAFLORES LOCKS: Part of the intricate network which enables ships to pass between the Atlantic and Pacific Oceans, across the Isthmus of Panama. The Canal recently celebrated its 50th birthday.

Panama's relatively small chemical field needs Common Market boost to expand

Vegetable oil refining, paint manufacturing well-developed but Market membership seems essential to any major chemical development

By MARCUS SITTENFIELD

Panama's chemical and chemical specialty industrial development is quite small. There are some pharmaceutical manufacturing facilities, a well developed vegetable oil refining operation by two companies, a petroleum refinery, and paint manufacturing.

The pharmaceutical operations do not appear to be efficient or well developed.

The vegetable oil refineries appear to be well integrated. They make soap, detergents, margarine, and cooking oils, using fish oils, cocoanut, palm, and peanut oils.

The dried fish meal industry suffered a major setback in past years due to poor design and inefficient operation. The one remaining fish meal plant is now under new management and is gradually being redesigned and made more efficient.

The plastics industry is relatively small, but growing. Injection molding, extrusion of PVC pipe, blow molding, and polyethylene tube facilities are found in the typical diversified operation. Foreign plastics machinery is making strong inroads in this industry, due to lower costs and apparently better engineering.

There has been some discussion on the possibilities of developing small basic chemical facilities, such as chlorine, sulfuric acid, and aluminum sulfate.

Panama is unique in that it has a free port zone in Colon. In this zone, a number of American firms, particularly pharmaceutical companies, have established warehousing facilities and repackaging operations that make it easier for them to cover Central American as well as South American markets.

The free port authorities are most willing to cooperate with any firm to lease warehouse space, or land on which warehousing and other facilities can be built. The authorities indicated that modest chemical manufacturing and synthesis facilities would be welcome.

Developing possibilities

In general, as long as Panama remains outside of the Central American Common Market it will not be able to develop any major chemical processing activity. It can, however, develop small, specialty-type operations that produce consumer products.

There is a possibility of developing some sort of more basic industry in the free trade zone and exporting from this area to Panama, Central America, and the Caribbean area.

Martin addresses inaugural dinner in San Francisco

His talk, opening U.S. World Trade Fair, hails 'big step'

Now at the half-way mark of its Sept. 10-20 schedule, the 7th United States World Trade Fair in San Francisco was hailed at its Inaugural Dinner as "a big step to keeping vitality in our economy."

The speaker was Clarence D. Martin, Jr., Under Secretary of Commerce for Transportation, and his prepared remarks had overtones of international, national and local significance. Happy to have "this chance to get home to California," Martin, noting that the State is now officially established by Census figures as the most populous in the Union, said the Fair offers "convincing evidence of California's involvement with the world at large."

"A great event such as this," he continued, "demonstrates beyond doubt that economic isolation is as surely dead as political isolation. It points up the tight interrelation and interdependence of the world-wide business community."

Climbing faster

Pointing out that U.S. shipments to the rest of the world have climbed 25% since 1960, Martin observed:

"It is estimated that 150,000 jobs are generated with each $1 billion increase in exports. Thus the rise in our overseas shipments may well have accounted for added employment for 750,000 workers.

"California shares in this. Total exports and imports in 1963 are estimated to top $3 billion for the first time in the State's history. California leads the 50 States in agricultural exports with yearly shipments of about $450 million, and it ranks third in exports of manufactured and industrial goods, shipping over $1 billion each year."

Preferred route

This expansion of overseas trade, Martin emphasized, is the preferred route towards alleviation of U.S. balance of payments problems without adoption of restrictive measures.

"What a flourishing international commerce boils down to is this: Exports are simply an expansion of the domestic market," he said. "They mean new sales, new profits, and new jobs for the domestic economy. Conversely, in order to compete even at home in an internationally oriented market, domestic industry must be up-to-date, dynamic, and functioning at top efficiency. And when I talk about a domestic economy, I mean the domestic economy of every nation—the United States, England, Germany, Japan, Venezuela or Nigeria."

Trade Mission reports to be given in 19 cities

Mission members will meet with U.S. businessmen for personal reports

Members of U.S. Trade Missions will report to American businessmen in 19 cities this month and next on export sales opportunities and broad trade and investment prospects in several major world markets.

Mission members will put before U.S. businessmen more than 600 specific trade leads developed in Finland, the United Kingdom, Central America and Panama. Markets for a wide range of consumer goods and industrial products, including technically advanced and unique electronics equipment, will be discussed.

About 2,500 businessmen are expected to attend the meetings arranged at the request of the Department's Bureau of International Commerce in: New York City, Dallas, and Philadelphia on September 22; Chicago and Cleveland, September 23; Detroit and Syracuse, September 24; Boston, September 25; Los Angeles and Houston, September 29; Seattle, Tulsa, New Orleans, and Miami, September 30; New York City, San Francisco, and Jacksonville, October 1; and in Atlanta, Durham, N.C., and Portland, Ore., October 2.

Export sales outlets

The Mission reports previously published in INTERNATIONAL COMMERCE showed that business leaders serving on the U.K. Mission found potential customers for computers, instrumentation, process and numerical control systems, and advanced microcircuitry components;

Good export sales outlets were uncovered in Finland for foodstuffs, small electric appliances and kitchen items, lightweight luggage, shoes, and hi-fi and stereo records;

Central America, Panama

Favorable markets for packaging machinery, drugs and pharmaceuticals, and textile machinery were found in Central America and Panama. Joint-venture opportunities also were found there for food processing and distribution, lumbering, housing construction, and pharmaceutical production.

PRECIOUS CARGO: Checking and loading silver ingots for shipment from Honduras to the United States. The U.S. Trade Mission to Central America found an intense interest in broadening trade with North America; a desire to sell as well as buy; an appreciation of U.S. quality and design in merchandise.

Off to the Plovdiv Fair

10 Bulgarian-speaking Americans sent as guides in U.S. exhibit at two-week show

Ten Bulgarian-speaking Americans left Washington, D.C., Sept. 4 for Plovdiv, ready at a moment's notice to answer any questions that may come their way.

The 10 persons are the official guides at the U.S. pavilion in the Plovdiv international trade fair. The show opened Sept. 13 and will run through Sept. 27.

Before they left the nation's capital, the guides spent 3 days in a short course on Americana "taught" by government information and trade fair officials.

Now on the job at the fair, the 10 guides are busy helping demonstrate and narrate at the U.S. exhibition, based on "Machines for Better Living."

Featured are machines that help produce, transport, process, package and market food products. The presentation illustrates the abundance of material goods available to the average American, the orientation of the U.S. economy to the consumer and the rewards of dynamic production and competition under the free enterprise system.

Jeeps and pizzas

The U.S. exhibit will be made up of the following displays:

A miniature American supermarket, with food and equipment supplied by more than 15 U.S. manufacturers.

Coin-operated machines—including a dry cleaner, two washers, a dryer, soap dispenser and extractor, and seven vending machines putting out snacks and beverages.

A potato chip production line that will show how mechanization can expand production without increasing payroll costs, including an inspection table, soaking tanks, potato peeler, slicer, chip cooker and bag sealer.

Advanced equipment and technology that automate the U.S. poultry industry, including a brooder, automatic feeder, egg lifter and egg grader.

Electric pizza ovens and a charcoal broiler in a commercial kitchen display.

Two Jeeps—a station wagon and a pick-up truck—will also be demonstrated in the transportation part of the exhibit.

This is the 3rd U.S. appearance in the biennial Plovdiv international fair and the 153rd trade fair entry since the U.S. launched its program 10 years ago. More than 98.5 million people in 45 countries have seen displays and demonstrations of products from some 4,500 U.S. firms.

PEOPLE TO PEOPLE: Bulgarian-speaking U.S. citizens are briefed by Government officials during their 3-day course on how to explain exhibits in the U.S.'s "Machines for Better Living" show at Plovdiv. Exhibits include coin-operated machines, a potato chip production line, advanced automation equipment for the poultry industry, and electric pizza ovens. This is the U.S.'s third appearance at Plovdiv.

The 10 Bulgarian-speaking guides are:

Mrs. Violet S. Costoff of Dayton, Ohio, wife of a Dayton pharmacist.

Mrs. Paina Jordanoff French of West Mifflin, Pa., housewife.

Mrs. Marilyn Maria Theodoroff Nedelkoff of Ft. Wayne, Ind., a housewife.

Ivan Argire Lebamoff of Ft. Wayne, Ind., an attorney.

Miss Vera Tiroff of Akron, Ohio, second grade teacher in the Akron public school system.

Miss Helen Ranchan of Toledo, an assistant to a Toledo orthopedic physician.

Mrs. Olga Dian Dimoff Londraville, Lakewood, Ohio, book-seller in a Cleveland department store.

Mrs. Radka Sward of Cleveland, a housewife.

Mrs. Cornelia Elizabeth Yanculeff Slavoff of Alexandria, Va., a layout artist for an aircraft and pilots association in Washington, D.C.

Mrs. Elena D. Murphy, also of Alexandria, of the Office of Chief Engineers, Department of the Army.

Air-conditioning heating show slated for Chicago

Officials of the 17th International Heating and Air-Conditioning Exposition, coming up next winter in Chicago, are making an effort to attract foreign visitors and buyers.

They are working with American embassies overseas, and with a number of leading travel agencies airlines by providing, on request, brochures and literature about the Jan. 25-28, 1965 event.

The exposition management said it does not know how many foreign visitors and buyers will come, but they report a total of 500 came to the 1963 show.

More than 450 exhibitors have signed up. Space applications are still being received. The latest innovations and modifications of design shown in equipment for heating, cooling, refrigerating, ventilating and air-conditioning will be shown.

Write: International Exposition Co., 200 Park Ave., New York, N.Y. 10017.

Switzerland schedules fair on international nucleonics

An international nucleonics fair, NUCLEX 66, will be held in Basel, Switzerland, Sept. 8-14, 1966, in the quarters of the Swiss Industries Fair.

Commercial exhibitors as well as government organizations with group exhibits are invited to participate.

The fair will include 11 categories:

Reactors, civil engineering, health physics, laboratory equipment, treatment of radioactive waste, application of radioisotopes and irradiation techniques, particle acclerators and accessories, uranium prospecting and mining, computers, exhibition of different government organizations, and general—educational problems, literature and films.

Write: NUCLEX 66, 4,000 Basel 21, Switzerland, or to the Scientific Attaché, Swiss Embassy, 2900 Cathedral Ave., N.W., Washington, D.C.

Ireland sets quotas

Ireland has established, in separate actions, several non-discriminatory quantitative import quotas.

The items, quantities, and time limits involved are as follows:

Leather footwear, 82,500 pairs, and rubber footwear, 75,000 pairs, for the period from July 1, 1964 to December 31; wood screws, 36,300 gross, and superphosphates, 605 tons for the July 1, 1964-June 30, 1965 period.

Thailand building boom spiraling, U.S. construction materials show set at Bangkok Trade Center

American building and construction materials, supplies, hardware to be featured at month-long show next winter

To help American firms capitalize on the building boom in Thailand, the U.S. Trade Center in Bangkok will stage a show of American building and construction materials, supplies, and hardware, Jan. 13-Feb. 12, 1965.

Private market research, information from U.S. businessmen in Thailand, as well as a market survey prepared for the Department's Bureau of International Commerce by the U.S. Embassy, indicates construction in Thailand is reaching skyward, literally and figuratively.

Further indications of the strong sales possibilities for building materials came from a recent Australian building materials trade mission that toured Southeast Asia. The mission reported firm sales of $500,000 in a 3-week trip through the Philippines, Hong Kong and Thailand, with estimated follow-up sales of $2 million.

If Thai architects, builders and engineers only had time to look up from their overcrowded schedules they would have a message for U.S. building material suppliers—business, government and private spending for building materials, supplies, hardware and construction are spiraling in Thailand.

Factory growth

The Thai Ministry of Industry reports that in 1963 total registration of all factories in Thailand reached 29,944 with 1,810 new that year. The Bangkok-Thomburi area registered approximately 678 new factories, an increase of 8% over 1962 in that area. Registered capital for the 1,810 new factories was $10 million. Building permits issued in Bangkok alone have increased 46% in 1963 over 1961. Total permits for those 2 years were 9,844.

Rental housing is being built in all sections of the city. The Thai government has just completed the first of 80 four-story public welfare units, at $620,000 per unit, which are expected to house 5,000 families.

The new Welfare Housing Bureau of Thailand is undertaking programs of slum clearance, land acquisition and is planning to build further welfare housing. In addition, private entrepreneurs are putting up shops, restaurants and hotels at a brisk rate.

U.S. advantage

American products, valued for their durability and prestige, have a strong, competitive advantage in the soaring market, according to trade sources. The United States is one of Thailand's chief sources of builder's hardware, paints, aluminum wire screening and cement additives. At the Trade Center show, U. S. firms new to Thailand and these already selling in the Far East will have the opportunity to demonstrate their products to leading members of the trade, and to see the market first hand.

In selecting product lines, exhibitors should consider climatic factors, the Thai preference for bright color and traditional architecture, as well as materials for new construction methods and styles.

The demands of a growing economy and new ideas from the West are opening a vast range of building material product opportunities in Thailand. Land costs, up as much as 400% within the last 4 years, are accelerating the multi-story building trend. Now that there is nowhere to go but "up," structural steel and other heavy construction materials are needed. There is widespread interest in concrete underlays, paints for exteriors and weather proofing.

The Trade Center show will feature the following product lines: builder's hardware, aluminum products and extrusions, wire screening, paints, acoustical materials, plastic laminates and sheeting, fiberglass translucent panels, insulation, floor tile and burglar alarm systems.

THE ULTIMATE TEST: U.S. beef gets a good reception at international food fair in Hamburg in August.

U.S. cattlemen see 'good chance' to sell in Europe as result of Hamburg food fair

Marketing seminar draws 200 European meat importers and packers

The determined *hausfrau* in the picture above is illustrating what was proved at last month's International Food Fair in Hamburg, Germany.

Germans like U.S.-style hot roast beef sandwiches.

The reaction is such that, after intensive promotion of U.S. beef during the 2-week fair, cattleman Jay Taylor of Amarillo, Texas, reported:

"I think that U.S. cattlemen and farmers can expect that if our cattle and beef prices are reasonably competitive, then we have a good chance to sell some beef—either live cattle or slaughtered—to the major West European countries."

The hot roast beef sandwich was new to the German palate. So was U.S.-style barbecued turkey, which also was offered to fair visitors. Attendance ran about 300,000.

One feature was a marketing seminar for 200 European meat importers, wholesalers and packers. Taylor and Oscar Mayer Jr. of Madison, Wis., chairman of the American Meat Institute, took part.

Taylor, chairman of the cattle industry's Export Advisory Committee, said he found "great interest in Europe in veal calves and 700-pound feeder cattle of rather plain quality." He continued:

"For delivery about November and December, there is going to be a demand for 800- to 850-pound grass-fed 2-year-old steers, and I even think there will be a desire for some canner cows if we are competitive in this market."

Mayer noted "an apparent shortage of beef supplies" in Europe and said U.S. cattlemen "are striving to supply some U.S. beef to this market to help alleviate part of this deficit." He said they "expect to do this on a commercial basis."

Flying Trade Fair revs for take-off to sell in Europe

'Peddler's' inaugural flight carries Connecticut merchants

The U.S. Trade Fair program will take to the skies this week in the campaign to sell more U.S. products abroad.

Carrying displays of goods and services from the Hartford, Conn., area, an airplane christened "Yankee Peddler" will inaugurate a "Flying Trade Fair" service when it leaves New York Wednesday to tour 7 European countries.

The airborne fair will be staged by Global Presentations, Inc., for the Greater Hartford Chamber of Commerce, with the support of the Bureau of International Commerce.

The flight plan provides for a 28-day trip to 11 cities. Fifteen exhibitors will show an assortment of merchandise that includes electric baseboard-heating equipment, drafting and engineering supplies, relays and timing devices for aircraft, book-binding machinery, dental supplies and machine parts.

"Yankee Peddler" is a DC7B with the interior designed to provide 650 square feet of exhibit space, plus conference rooms, lounge and storage space. The design also provides for power to operate exhibits. The plane will be serviced by Pan American World Airways

The Connecticut group will exhibit in Paris, Rome, Milan, Zurich, Munich, Frankfurt, Berlin, Hamburg, Copenhagen, Brussels and London.

Charles A. Carroll, president of Global Presentations, said another airborne fair —planned for one of the nation's leading industries—will be in operation for 3 months and will cover half the world.

The Bureau of International Commerce will aid the Connecticut group by campaigning to attract customers and agents at each stop. Facilities of Pan American's "World Wide Marketing Service" also will be available to exhibitors.

More information on international trade fairs may be obtained, unless indicated otherwise, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Hong Kong—major buyer

Island trading center imports are valued as high as many larger nations'

By MAURICE KOGON

Bureau of International Commerce

Hong Kong is known the world over as a shopper's paradise. Lesser known, but of a greater importance to its economy and to U.S. traders, is Hong Kong's role as a major import, manufacturing, export and distribution center.

The range of products bought, sold and serviced in and through Hong Kong virtually defies the imagination. Hong Kong, with only 3.6 million people, imports as much as many larger nations. In fact, Hong Kong ranks only behind Japan and India and alongside Malaysia among the major trading countries of Asia. In per capita terms, it has by far the largest volume of total exports and imports in Asia, if not in the world.

Hong Kong is unique among the world's markets in that it presents virtually no artificial barriers to trade. As a free port, the colony has no protective duties or quantitative restrictions on imports; no difficulties in obtaining import licenses; no cumbersome procedures or delays hinder the clearing of merchandise through customs; the Hong Kong dollar is stable and freely convertible; foreign exchange is readily available; and shipping, warehousing, insurance, and banking and credit facilities are excellent.

Indeed, the concept of free trade and private enterprise is heartily supported and practiced by all segments of the business and official community and has probably been the single most important factor in the phenomenal development of the colony's commerce and industry over the past decade.

The only significant obstacles to trade in Hong Kong are those which stem primarily from the supplier's own shortcomings, such as unawareness of sales opportunities; unwillingness to adapt to local specifications; reluctance to extend credit, provide for advertising, or accept small orders; indifference to delivery terms and servicing needs; inflexible pricing policies—these are among the self-inhibiting factors which very often determine whether a supplier makes or loses an export sale in Hong Kong.

However, the exceptionally good climate for doing business is only part of the Hong Kong story. Equally noteworthy is the fact that the colony's already substantial import requirements are increasing rapidly and becoming more varied. From 1959 to 1963, Hong Kong's total imports rose by $430 million, or 50%. In 1963 alone, total imports increased by $132 million, or 11%; and for the first half of 1964 they are running 19% ahead of first half 1963. The U.S. share of Hong Kong's import total is currently running at 12%.

At this rate, Hong Kong's total 1964 imports may well exceed $1.5 billion.

Rapid import growth is rooted in the very structure of the economy and must continue if Hong Kong is to survive and prosper. The colony has limited agricultural resources and almost no raw materials, so nearly all foodstuffs and raw materials must be imported. The population, excluding refugees from Communist China, is increasing at more than 3% a year. The annual tourist influx is also generating ever-expanding demands for a wide variety of food products, soft goods, consumer durables and luxuries.

Perhaps the most striking guarantee of continued import growth, however, has been the meteoric expansion of local industry, particularly light industries engaged in processing imported materials into exportable products. Lacking indigenous sources of supply, Hong Kong must import much of the machinery and equipment involved in the production process as well as the fuel to run the machines and nearly all of its raw and semi-finished products.

Hong Kong is experiencing an unabated building and construction boom brought on by mushrooming demand for residential, tourist hotel and factory buildings. It also needs to undertake costly public works, such as land reclamation and the construction of large dams and reservoirs. Accordingly, the demand for imported building materials and equipment, ranging from basic construction machinery to plumbing fixtures and interior decorations and accessories, will probably intensify over the next few years.

In addition to the local market, Hong Kong has access to markets throughout Asia and has traditionally maintained a sizable entrepot trade in the region. Many types of goods are shipped in bulk and stockpiled in Hong Kong for re-export to the vast consumer and budding industrial markets of Asia. The entrepot facility afforded by Hong Kong's free port status and its large storage capacity enables suppliers to deliver more quickly and at less cost than if they were to ship directly to the final destination.

In short, Hong Kong offers a uniquely favorable business climate, convenient geographic location, highly developed commercial facilities, dynamic population and industrial growth, correspondingly high import requirements, and steadily expanding market opportunities.

As a market for U.S. products, therefore, Hong Kong offers great promise. The colony is already the 6th largest U.S. customer among the 18 free-world countries of South and East Asia, taking U.S. goods valued at $137 million c.i.f. in 1963. Considering commercially financed imports only, the colony ranks behind only Japan, India, and the Philippines in value of purchases from the U.S.

Despite the comparatively high level of sales to Hong Kong, however, the U.S. market position is considerably below what it could be with a more aggressive sales effort. The U.S. presently accounts for only about 12% of the colony's total imports, running behind mainland China and Japan and alongside the United Kingdom. For failure to fully exploit the significant sales potential in Hong Kong, U.S. suppliers are losing a very real chance to improve their share of the colony's market.

This market prospectus introduces a series of four articles to appear in *International Commerce* in succeeding weeks. They are intended to stimulate awareness of Hong Kong as a market for U.S. goods and will explore more fully the nature and scope of the Hong Kong market and the principal competitors and competitive factors affecting sales there. The articles are based on a 112 page study entitled, "Hong Kong—A Market for U.S. Products," written by Mr. Kagon and published by the Department of Commerce after an extensive field survey in the colony. The study itself is available free to subscribers to *International Commerce*, or it may be purchased for $1 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Central Japan holds lure

Area switches to heavy industry and consumers indulge their taste for foreign goods

By JEROME V. WATTEL
Commercial Officer, U.S. Consulate, Nagoya

Many U.S. firms are well aware of the opportunities to sell in the Tokyo and Osaka industrial regions of Japan but they may be neglecting an excellent market for their product in Central Japan.

And if they want to establish themselves in Central Japan, they'll be better off with a salesman on the spot.

Central Japan includes 8 prefectures located in the middle of Honshu, the largest of the 4 Japanese islands. The population of this region is more than 15 million. Most of the industry and almost half the population are concentrated in the 3 prefectures of the Nagoya area, the third largest industrial complex in Japan.

Trade between this region and the United States is extensive, and U.S. exports passing through the three ports of the Nagoya area and the port of Shimizu in nearby Shizuoka Prefecture annually exceed $200 million. Total 2-way trade between these ports and the United States is larger than the annual trade of the United States with Spain and a number of other European countries.

BY THE SEA: Women in straw hats pick tea leaves on a hillside in Central Japan.

Ambition plus

During the past few years the Nagoya industrial area has been carrying out ambitious industrial development projects and attracting a wide variety of new industries. As a result, the region's economic base has greatly changed in the past 10 years.

Traditionally a center of diversified light industry, the area is currently in the process of switching to heavy industry. Recent years have witnessed the construction of steel mills, oil refineries and Japan's largest petrochemical complex.

Unlike the Tokyo and Osaka industrial belts, which in some respects are nearing saturation, the Nagoya area still possesses all of the prerequisites for continued expansion. The next decade should see further vigorous growth, with increasing emphasis on heavy industry.

Good opportunities

In spite of recent strides by the Japanese machine tool industry, the Nagoya industrial area offers excellent opportunities for the export of American machinery and industrial equipment over the next few years.

This conclusion is based on plant visits by Nagoya Consulate officers and the experiences of the United States Machinery Trade Mission which visited a number of metal working plants in the area.

Although needs are being met to an ever-increasing degree by the domestic machine tool industry, most of the plants visited use some imported machinery and will continue to need foreign machinery in the future.

Many have purchased U.S. machinery in the past, are very satisfied with its superior quality and indicate a general preference for American machine tools and equipment over those of European makers—provided the proper credit terms can be arranged.

Plant managers have expressed great

TWO BY TWO: Wearing traditional dark blue serge uniforms, long lines of little Japanese boys march to school in the morning. (Japan Air Lines photos).

interest in the recent advances of the U.S. machine tool industry in the field of numerical control. Also, as a result of an increasing labor shortage which is pushing wages up, many firms are contemplating automation. In this field, too, Japanese industry recognizes U.S. leadership.

While most machinery and equipment purchases are handled by the local branches of one of the large Tokyo or Osaka trading companies, the head office of the company purchasing the unit in most cases makes the decision, based on the recommendations of its technicians.

U.S. manufacturers maintaining the closest personal contacts with locally-owned companies have enjoyed the greatest success. All opportunities must be acted on promptly, and U.S. machinery makers are well advised to call regularly on companies in the Nagoya area.

Get a salesman

If not already represented by a sales office or agent the U.S. manufacturer should consider securing the services of an aggressive Japanese agent with a branch in Central Japan. But maintaining one's own sales office is better.

Many Japanese agents, especially the large trading companies, often represent a number of competing machinery manufacturers, including several European makers. No one company's machines are sold as aggressively as if the company had its own man on the spot in Japan.

Among agents, moreover, some are superior to others. The choice should be made carefully because it is difficult to change once a relationship has been established. The Consulate can assist U.S. manufacturers in locating a suitable agent, either directly if representatives are visiting the area, or through Department of Commerce Field Offices.

Japan, with disposable incomes at record levels, has perhaps the fastest growing consumer economy in the world—and Japanese consumers historically have a predilection for foreign-made goods.

Tempt the taste

This year the Japanese Government is undertaking further trade liberalization measures, the effect of which is that the average Japanese consumer, to an extent never before possible, has an opportunity to satisfy his taste for foreign consumer goods.

As a result of rapid industrial development over the past decade, per capita income in the Nagoya industrial area—which includes more than 7 million persons—is considerably above the national average, creating an excellent market for American consumer products.

In recent years a dietary revolution has been taking place in Japan. This, together with a simultaneous revolution in the distribution field, has resulted in a mushrooming of supermarkets. These stores are eager to stock large varieties of imported canned, frozen and packaged food items—particularly those of the "instant" variety.

In style

Sporting and recreational equipment, wearing apparel and accessories, toys, household and kitchen appliances, and miscellaneous luxury goods also are in increasing demand. However, Japanese consumers are acquiring more sophisticated tastes and demand the latest style in all consumer goods—with an accent on quality.

In Japan, importing usually is done by a trading company which, in turn, wholesales the imported article on either a nationwide or a local basis. In addition to the branches of the giant Tokyo and Osaka trading companies, the Nagoya industrial area has a number of locally-owned trading companies, both large and medium-sized, which currently are importing a wide variety of general merchandise.

Many of these companies have expressed interest in increasing the volume and variety of imports in the near future as greater trade liberalization permits. Most are looking for brand-new consumer items not yet being manufactured in Japan.

Department stores

In addition to the trading companies, there are 9 large and medium-sized, locally owned department stores in Central Japan. They account for about 14% of national department store sales—a statistic that should give some indication of marketing opportunity.

Resembling their American counterparts in many respects, these stores are the largest outlets for consumer goods in the area and represent well-developed merchandising institutions where the average Japanese consumer can see and purchase a wide range of foreign goods.

Although they traditionally have handled imported merchandise on a consignment basis from trading companies, most of these department stores haxe expressed interest in importing a number of items directly. They also are attracted by the latest U.S. consumer items. If a U.S. firm has a unique new product patented in Japan, there may be an excellent market for it among these trading companies and department stores.

Traders to invade Thailand, Taiwan

U.S. Trade and Investment Mission planned for spring campaign in 2 thriving Far Eastern areas

A U.S. Trade and Investment Mission will visit Thailand and the Republic of China (Taiwan) March 20-April 20.

The Mission will consist of 5 U.S. businessmen and 2 Commerce Department officials serving as Mission Director and Trade Development Officer.

Trade and investment opportunities in Thailand and Taiwan call for stepped-up promotion by U.S. firms, Americans on the scene report. Both countries are enjoying fast economic growth, particularly in manufacturing, construction and agriculture, and both have stable currencies, healthy foreign exchange positions, and attractive investment laws. U.S. products are popular, and licensing agreements and joint ventures are well received and actively sought, according to Bureau of International Commerce economists.

American exports to Thailand were almost $100 million in 1963, 30% higher than in 1962. However, heavy competition by other developed countries has to be met. As some competitor countries have improved their share of the market at a faster rate than American exporters, increased U.S. sales efforts are necessary. U.S. consumer goods as well as capital equipment are likely to be competitive in Thailand if priced right and presented effectively. Dollars for the payment of imports from the U.S. are freely available, and expanded efforts hold the promise of increased sales, now only 17% of the growing Thai market.

Taiwan is our seventh largest Asian market. The U.S. is the Island's leading supplier, with a 45% share of the market, followed by Japan's 29%. Rapid economic expansion is everywhere apparent. The per capita income is rising by 4%, industrial production by 12%, and agricultural production by 4% a year.

Foreign trade is expanding even more rapidly. Total Taiwan exports increased 50% in 1963 and will rise another 50% in 1964, exceeding the $500 million level. Total import increases averaged 11% a year from 1960 to 1963, and imports could reach $400 million by the end of 1964. As Taiwan's economy is oriented toward industrialization, particularly the development of export industries, the greatest import demands will be for raw materials and capital equipment. Taiwan presently restricts the import of most consumer goods.

The Mission will center its activities around the capital cities of Bangkok and Taipei but will also visit other important industrial and commercial areas. Business Information Centers will be established in the cities visited for Mission members to meet with local businessmen and to discuss Business Proposals offered by U.S. firms (see accompanying article).

Meetings will also be scheduled with local trade organizations, Chambers of Commerce and Government officials to evaluate the potential for U.S. supplies and investment. Plant visits will be arranged to discuss plans with management for expansion, retooling, or other modernization.

Qualified individuals interested in volunteering their services should make know their availability to the Director, Trade Missions Division, Bureau of International Commerce, Department of Commerce, Washington, D. C. 20230, or to any of the Department's Field Offices.

The best prospects for increased U.S. sales to Thailand and Taiwan are in the categories listed below, and the five businessmen serving as Mission members should, therefore, be specialists in one or more of them.

- **Metalworking, sawmill, and woodworking equipment.** Experience in the widest possible range of manufacturing processes, including industrial heating, welding, foundry, miscellaneous tooling for other metalworking and woodworking processes. Ability to discuss the modernization and retooling of plants and the advantages of new equipment and machinery in reducing labor costs and improving end-product quality. Awareness of U.S. sources of supply and of the advantages of U.S. equipment.
- **Food processing machinery, packaging and handling equipment, refrigeration.** Familiarity with latest techniques in food processing including canning, freezing and possibly dehydrating. Knowledge of recent developments in processing, packaging, labeling and handling machinery and equipment. Experience should also include, if possible, industrial, commercial, and household refrigeration including maintenance and service.
- **General foreign trade** with export experience in building materials and equipment including builders hardware and materials-handling equipment including conveying, lifting, and excavating machinery. Broad familiarity with foreign trade practices, financing of trading ventures, international credit facilities.
- **Small agricultural equipment,** including irrigation; also small types building equipment. Experience with a wide range of agricultural machinery, accessories, and related equipment. Familiarity with new developments in the industry and U.S. sources of supply.

STACK-UP: Workman at Chiao Tai Hsin Flour Co., near Taipei, trundles bags of flour to storage area.

• **Small scale industries.** Experience in the establishment and operation of small industrial plants and machinery used for the production of various consumer goods and small industrial products and parts. Thorough familiarity with U.S. sources of such machinery and equipment. Knowledge of turnkey operations and packaged plants.

Within the overall competence of the Mission team, knowledge of joint venture and investment procedures and licensing methods is desired. There are no linguistic requirements for this Mission.

Invite Business Proposals not later than Jan. 15

Trade Mission to promote sale of U.S. products, services; will seek agents; list saleable items

The U.S. Trade & Investment Mission will take with it Business Proposals from American companies seeking contacts with businessmen in Thailand and the Republic of China, when they leave March 20.

U.S. firms with a product or service to sell, firms seeking agents or distributors, or those interested in other types of business are invited to send their proposals to the Bureau of International Commerce by January 15.

For best results, the proposals should concentrate on the product categories indicated by the Mission's fields of specialization, Commerce officials say. Excellent export prospects exist, however, in a number of other product categories, and Business Proposals in these fields are also strongly encouraged. They include:

Most saleable items

Thailand: food products including ready-mix foods, instant coffee, and chocolate and candy; industrial and commercial teaching and training aids; electrical household appliances (220 volts, 50 cycles); office supplies and equipment; agricultural chemicals, especially pesticides and fungicides and crop spraying equipment;

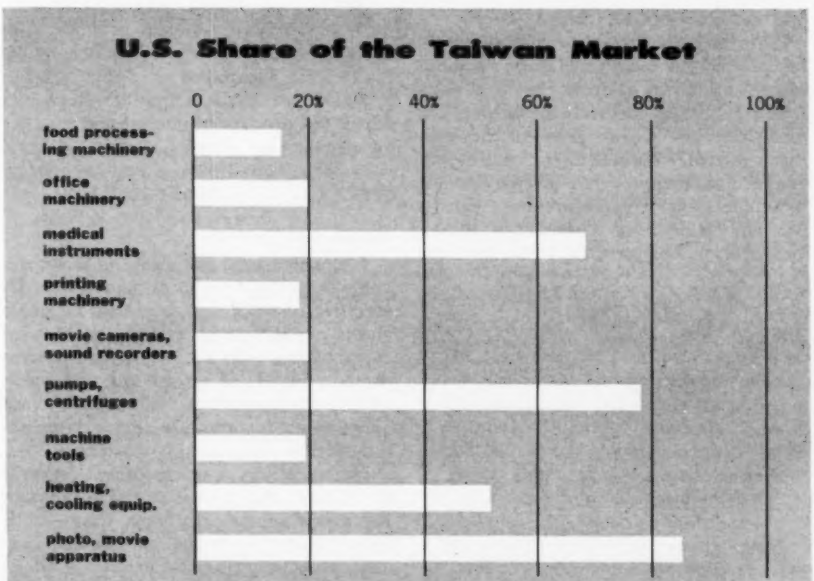
Taiwan: testing and quality control instruments for use in the textile, metal, chemical, pharmaceutical and food processing industries; medical, dental, and

Market profile—Thailand

Area: 200,000 sq. miles (4/5 size of Texas).
Population (1963): 29 million.
Currency: 21 Baht = US$1. Few currency restrictions.
Per capita income (1962): $110, growing at 5%.
Gross national products (1963): $3.2 billion (est.), growing at 6.5%.
Registered motor vehicles (1961): 175,000.
Radios (1961 registration): 3 million. TV receivers (1961 registration): 120,000.
Electric power capacity (1964): 140 mw (560 mw expected by 1970).
Chief cities: Bangkok (capital, pop. 1.8 million), Chiengmai, Ubol, Udom, Korat, Lampang, Phuket, Songkhla, Haadyai.
Foreign trade (1963, in millions of dollars): Imports, 595; from U.S., 96; exports, 496; to U.S., 34. Chief imports: Machinery, textiles, steel manufactures, petroleum, food, chemicals. Chief exports: Rice, rubber, tin, corn, jute, teak, tapioca. Chief suppliers: Japan, U.S. Chief customers: Hong Kong, Malaysia, Japan.

Market Profile—Taiwan

Area: 14,000 sq. miles (slightly larger than Maryland).
Population: 12 million.
Currency: New Taiwan dollar (NT$40 = US$1).
Per capita income (1963): $150.
Gross national product (1963): $2 billion, growing at 6.9%.
Production index, 1963 (1953 = 100): Industrial, 308; agricultural, 147.
Electric power generation (1963): 5 billion kw. hours.
Foreign trade (1963, in millions of dollars): Imports, 337; from U.S., 151 (= 45%, of which 22% non-aid financed), chiefly machinery and tools, transport equipment, metals, chemicals, raw cotton; exports, 358; to U.S., 54, chiefly sugar, textiles, plywood, canned mushrooms, pineapple.



Source: "Trade of United States, Western Europe, Canada and Japan in Manufactured Products, 1961-62," U.S. Department of Commerce, BIC-BDSA.

CHINESE TIRES: Nankany rubber factory near Keelung, Taiwan, in operation at full capacity.

surgical equipment; plastics making and processing machines; gas-fired equipment; electrical materials for wiring, transmission and distribution; and a broad range of metals, chemicals, other raw materials, and machinery of all kinds.

The Business Proposals submitted will be printed in summary form, without identification or address, in a booklet which will be distributed throughout Thailand and Taiwan prior to the Mission's arrival. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member on a specific proposal. U.S. firms will be provided with the names of companies in Thailand and Taiwan which express a definite interest in their proposals, in order that follow-up action can be taken.

Need current report

Your Business Proposal must be accompanied by one of the following, unless previously submitted within the past year: (1) Department of Commerce Form 1A 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; (2) a current mercantile agency report or a current bank report.

35-word summary

A booklet containing a summary of all Business Proposals will be distributed in Thailand and Taiwan. A summary in 35 words or less of each Business Proposal is to be submitted for inclusion in the booklet, at the time the other information is forwarded to the Department.

How to submit BP

To submit a Business Proposal, U.S. firms are asked to answer 6 questions and mail with 2 copies to the Director, U.S. Trade and Investment Mission to Thailand and the Republic of China, Bureau of International Commerce, Washington, D.C. 20230.

- What product or service do you wish to sell?
- Do you presently have an agent, distributor and /or branch office in the country involved? NOTE: The Department of Commerce will not seek a substitute for an established agent, distributor or representative.
- Are you seeking an agent or a distributor or do you wish to sell directly to the end user?
- Do you wish to make a direct investment, a joint venture or offer a licensing arrangement? If so, briefly describe your prosposal.
- Do you wish to import? If so, describe the product of interest and the type of arrangement sought.
- What type of firm is best qualified to transact your business?

Send brochures

Each Business Proposal must be accompanied by brochures and other descriptive material (not to exceed 50 single sheets per BP) in order that the Mission member can make the most effective sales presentation. Data on the size and scope of the firm, catalogs and pricelists are appropriate for this use. Price information should include c.i.f. quotations.

Organizations representing several firms, are asked to submit a separate Business Proposal for each client, with each specified by name and contact.

Firms offering a wide variety of products are asked to summarize them by commodity groups, and submit a separate proposal for each grouping.

Roanoke to be host for Virginia's 16th world trade meeting

Some 550 top business leaders, faculty and students representing 32 colleges and universities will gather in Roanoke, Va., on Oct. 15-16 for the 16th Annual Virginia World Trade Conference.

Sponsors are the Virginia State Chamber of Commerce and 14 State organizations concerned with international commerce.

Robert N. Woodall, conference chairman, has released a partial program for the meetings in the Hotel Roanoke. Included are these highlights:

► Oct. 15 morning panel on "Exporting Virginia Agricultural Products." Moderator—K. R. Cline, Southern States Cooperative, Richmond. Panelists—C. T. Barns, Virginia Department of Agriculture, Richmond, Victor Pringle, general manager of the Rockingham Poultry Marketing Cooperative, Broadway, and others to be announced.

► Oct. 15 dinner-dance.

► Oct. 16 breakfast session. Report by Admiral David H. Clark, executive director of the Virginia State Ports Authority, Norfolk, on the facilities program.

► Oct. 16 workshop. Speakers—Jay H. Cerf, manager of the U.S. Chamber of Commerce's foreign policy department, and Benjamin Nordemann, vice president of the Continental Grain Co., New York. Others to be announced.

► Oct. 16 luncheon. Speaker—James R. Greene, senior vice president of the international division, Manufacturers Hanover Trust Co., New York.

► Oct. 16 Student Forum. Afternoon.

For information, **contact:** Virginia State Chamber of Commerce, 611 E. Franklin St., Richmond 19, Va., telephone MI 3-7491.

Portugal to refund duties on defective machinery

Portugal has enacted legislation authorizing the refund of duties levied on imported machinery which has to be returned because it is defective or fails to meet contractual terms. The new decree is significant because heretofore no legal provision existed for the refund of duties, under any circumstances, once they were paid.

Argentine recovery slow

Unemployment, inflation still plague economic comeback but credit eases

Argentina's slow and spotty recovery from the severe business recession of 1962-63 continued during the second quarter. Easier money and credit, bountiful harvests, and some replenishment of inventories were stimulating factors.

Particularly good gains were recorded for synthetic fibers, steel, sulfuric acid, cotton yarn, and cellulose. Clothing and shoe production also showed notable improvement. The metal working and machine tool industries, favored by recent strong activity of automobile and agricultural machinery manufacturers, were climbing back from exceptionally depressed levels.

Various indicators used by the Government confirm the economic recuperation. The Ministry of Economy forecasts a 5.9% increase in the GNP for 1964, although the figure is less impressive when account is taken of the low base 1963 offers for comparison. Unemployment, however, even though down from its worst mark, still stood at 7.5% for Greater Buenos Aires in April.

As sales improved, producers raised prices to recover profits lost in 1962-63. Other inflationary forces such as massive wage increases and rapid expansion in the country's means of payments exerted upward pressures on prices. The official cost-of-living index showed a general price rise of 5.4% during the second quarter, or only 3.8% since the beginning of 1964. But the average householder was inclined to believe actual costs had gone up considerably more and agree with a respected private index which indicated a rise of 19.5% in the first half-year.

Price controls extended

One Government answer to rising prices was an extension to price controls. Maximum prices were fixed on certain beef cuts by an executive decree of early May, and when this measure caused sharp price increases in the uncontrolled cuts, maximum prices were set on all beef.

Retail prices were set on the basis of a "reasonable" live cattle quotation, which was 20% below the then prevailing live cattle price. After two weeks of curtailed deliveries, market entries tended to return to normal and live cattle prices did fall, but not to the "reasonable" level suggested by the Government. A certain amount of black marketing has occurred.

In a rider to the minimum wage law passed early in June, Congress directed the Executive to roll back prices on prime necessities and construction materials to the March 1 level and freeze these prices until November 1. On August 4, the items of prime necessity were defined and prices were fixed on milk, butter, cheese, noodles, rice, wheat flour, edible oil, fish, fruit, and vegetables. The prices on beef and bread had already been set. On some items the prices were 20% below the current levels.

Want more?

Further information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Minimum wage established

The minimum wage law provides for upward semi-annual adjustments if a cost-of-living increase of 15% or more is registered. The minimums established were 14,000 pesos per month for a family of four and 9,800 pesos for a single worker. The Government asserted that this law would have relatively minor inflationary effect, but employers' organizations disagreed, asserting that the secondary effect actually could be a reduction in employment.

The level of unemployment remains a topic of debate rather than study. Opinion generally is that it increased slightly during the quarter, although in some industries, such as meat-packing, it increased seriously.

During the first 7 months of the fiscal year beginning November 1, 1963, the deficit exceeded that of the entire previous year. Cash receipts covered only 41% of expenditures, which were running 53% above the previous year.

A major factor holding down the increase in cash receipts which would be expected from higher price levels and the increase in business activity, was the Treasury's use of "debt cancellation documents" to pay its obligations. These certificates, which circulate as a secondary form of money, are used to pay taxes.

The authorities regard the budget problem as long term and look to increased receipts as the principal avenue of improvement. As a first step in this direction, the Treasury has prepared a series of modifications of the various taxes for presentation to Congress.

More money

The primary money supply continued to expand at a rapid rate during the second quarter, rising by about 8½% to a total of 381 billion pesos.

Commercial bank lending to the private sector increased in June with resultant expansionary pressures, and to limit further expansion the Central Bank increased minimum reserve requirements for the commercial banks in July.

The exchange restriction system was amended frequently since it was instituted April 13. The rate fluctuated around 136 to 138 pesos to the dollar during most of the quarter, but beginning in June the Central Bank found it necessary to sell foreign exchange to stabilize the rate. In August the rate was allowed to depreciate to about 143 pesos.

The Government publicized its balance of payments forecast for 1964 in the middle of June. Based on predicted exports of $1,460 million, imports of $991 million, and net invisibles payments of $141 million, a current account surplus of $328 million was forecast.

It predicted that Argentina would be able to repay $120 million to the IMF and the U.S. Treasury this year, $77 million in other official debts, and increase reserves by about $15 million.

At the same time, Argentina was beginning a search for about $400 million annually in new foreign financial assistance for the 5-year National Development Plan it hopes to inaugurate in November.

Trade surplus continues

Imports during the first 5 months of 1964 continued at depressed levels, by comparison with the pre-1963 average, totaling only $388 million. With exports at $647 million, the trade surplus was $259 million.

Local manufacturers' material stocks generally have been kept at low levels and plant expansion and modernization plans have been postponed in many industries. Recently, however, some producers seem to be running up inventories of imported goods against the possibility of increased peso costs for future supplies, on the assumption that the exchange rate would not remain at an appreciated level.

The changing composition of imports is of particular interest to U.S. exporters, with raw materials, semi-finished products, and parts rising. Iron and steel, nonferrous metals, burlap and jute, chemicals, wood pulp, cellulose, and auto parts were among the imports which climbed well above levels prevailing in the same period last year.

Imports of industrial machinery and equipment were reduced, in part due to the import ban from November 1, 1963, until the end of April. While the ban formally was repealed, machinery imports not benefiting from special investment programs still were blocked at the end of the second quarter, pending the Central Bank's determination of the financing terms it would require for approval of such imports.

The New York World's Fair apparently in many cases has tipped the decision in favor of business trips at this time. There has been a 37% increase in Argentine travel to the U.S. so far this year. According to the trade, the limitation on foreign exchange for travel purposes imposed in April has had no dampening effect.

Argentine GATT aims

Argentina continued to give high priority to becoming a full member of the GATT and participating in the Kennedy Round. Strong immediate interest centered on keeping the markets of Western industrialized countries open for Argentine meat and grains. Long-term policy stressed obtaining preferential market access for manufactures.

Although closely linked with the U.S. in the defense of common interests as temperate zone agricultural exporters, Argentine officials were concerned with the U.S. sales of meat under the PL-480 surplus agricultural commodities program.

Revision of the Argentine tariff to bring it into conformity with the "Brussels Nomenclature" was completed, but was not expected to go into effect until a tariff rate revision is completed and approved by Congress, which could be late 1965.

Cattle shortage

Argentine farmers continued to be blessed by relatively good weather conditions and favorable prices during the second quarter. Cattle and beef prices in particular continued to set new records, as sales for slaughter declined while producers built up herds. By the end of May cattle prices had risen almost 50% since October 1963, and no improvement in slaughter supplies is expected until late next year at the earliest.

In spite of reduced cattle deliveries, beef exports held up rather well during the first half of 1964. International market prices were favorable. Shipments of chilled beef to the United Kingdom were down shaply, but this was largely offset by heavier shipments of frozen beef to the continent, mainly Germany and Italy. Large packers suffered considerable operating losses because of high prices for cattle and low volume of plant operations.

The National Grain Board has purchased more than half of this season's bumper wheat crop. Because most of this was purchased at a price above the world market level, the Board has had to take a loss on its recent export sales. Harvests of other crops were not as favorable as had been expected.

During the second quarter the President of the State petroleum entity, YPF, conducted negotiations with State-owned petroleum companies in several South American countries with a view toward the eventual formation of a Latin American common market for petroleum.

Argentina signed agreements with Uruguay and Paraguay providing for cooperation in petroleum matters, but omitting any specific obligation for the exchange of commodities. In July an agreement was signed with the Peruvian State Oil Agency, EPF, providing for an exchange during both 1965 and 1966 of 440,000 to 500,000 barrels of Argentine fuel oil for an equivalent volume of Peruvian lubricant grade crude oil.

A notable development in the Argentine Government's annulment suits against the private exploration and development companies was the Lower Court's pronouncement that the Court's eventual judgment would include an opinion on the validity of the November 1963 annulment decree which is contested by all of the companies. Apart from this development, most of the cases did not advance in the courts, owing to the preference of all parties to continue a search for extra-judicial settlements.

Still operating

YPF did move into two of the contract areas with its own drilling equipment and into a third with its own administrator, but nevertheless encouraged all private producers to continue operations. The companies complied, emphasizing that they will continue to meet their obligations under their respective contracts.

$5 million IDA loan aids private Turkish development bank

Funds will assist wide variety of private industrial projects

The International Development Association (IDA), an affiliate of the World Bank, has loaned Turkey the equivalent of $5 million for relending to the Industrial Development Bank of Turkey, a privately owned institution which finances private industrial undertakings in Turkey. The credit will replenish the Bank's foreign exchange resources, enabling it to continue its loans for projects requiring imports from abroad.

Since its establishment in 1950, the Bank has financed a significant portion of private industrial investment in Turkey. It has played an important role in acquainting the industrial community with better techniques of investment planning and in raising standards of business management. It has also helped to prepare the ground for the development of a capital market in Turkey and expects to devote an increasing portion of its activities to this task.

Wide-ranging help

In its first 13 years of operation, the IDB has engaged in about 1,500 operations with about 590 firms. It has assisted a wide range of industries, including those producing food products, beverages, textiles, timber and wood products, rubber goods, chemicals, stone, earthenware, glass and ceramics, metal goods, machinery and mechanical materials.

U.S. food helps hungry India; Government promotes exports, encourages foreign investors

Industrial output still rising, despite scarcity of materials, power; Government aims at five-fold rise in private foreign investment

Rising food prices and short supplies have beset India since the beginning of 1964. Agricultural production has been static at about 80 million metric tons since 1960-61, while population has grown by about 25 million during the same period.

U.S. surplus agricultural products sold to India under PL 480 during the past few years have helped bridge the gap between production and consumption, and even to build up some reserves.

Adverse weather, speculative hoarding, port congestion and limited handling facilities for foodgrain arrivals, and increased money supply and credit were complicating factors in the food situation.

In addition to domestic measures by state and central governments to facilitate food distribution, the Government of India will import more foodgrains from the U.S. and also from Pakistan. The U.S. has sent experts to assist in solving the port problems, and is cooperating in long range programs to further agricultural development.

Trade slowdown

Port congestion reduced India's foreign trade. May exports amounted to $135 million, declining from the April total of $145 million. Imports also declined from $233 million in April to $167 million in May.

The U.S. had the largest share of the market in April and May, accounting for 28% of India's imports. This was consistent with the year ended March 1964, when imports from the U.S. registered $819 million, or 34% of India's imports from all sources. The United Kingdom is the second largest supplier to India, followed by West Germany, Japan, and the USSR.

The United Kingdom was the leading buyer of Indian goods in the year ending March 1964, with purchases of $337 million, followed by the U.S. with $269 million, buying 20% and 16% of India's total exports, respectively. Substantial Indian exports also went to Japan, Canada, Australia, and the USSR.

The import policy announced for the fiscal year ending March 31, 1965 remained basically restrictive, owing to shortages of foreign exchange. Imports of certain essential raw materials and components were liberalized for actual user industrial units in an effort to increase production, particularly for exports.

Export credits

Export promotion continued to be given considerable emphasis. The Government announced a new program in June providing special credits to manufacturer-exporters for imports of raw materials and components. The Government's Export Credit and Guarantee Corporation will act as the liaison agency between exporters and the commercial banks.

The Government's State Trading Corporation moved its European branch office from Frankfurt to Rotterdam, where facilities have been arranged for display, warehousing, and marketing of Indian export products. The other state trading corporation, the Minerals and Metals Trading Corporation, announced in June that barter-type sales agreements for the export of manganese ore would be discontinued effective January 1, 1965.

Efforts will be made to export manganese ore on long-term arrangements with foreign buyers, and private exporters will be assisted in their direct sales abroad.

Industry advances

Industrial production continued its upward trend in 1964, despite scarcity of imported materials and localized power deficiencies. Utilization of plant capacity reportedly varied from 50% to 70% in a large number of industries.

Nevertheless, industrial production during the year ended March 1964 rose faster than in any previous year of the Third Plan (1961-66). The rate was 9.2%, compared with 8% in 1962-63 and 6.4% in 1961-62.

Loans of $90 million by the International Development Association, $25 million by the U.S. Export-Import Bank, and $50 million by the Agency for International Development (AID) announced in June and July paid for imports of raw materials, components, and capital equipment for essential industries.

India moved to simplify licensing procedures for "key" industries such as pig iron, alloy steel, ferroalloys, steel castings, industrial machinery, machine tools, fertilizers, and petrochemicals. This resulted from recommendations made by the Industries Development Procedures Committee to give these industries preferential treatment in issuance of import licenses and speedy approval of agreements with foreign investors.

The welcome mat was still out for foreign investors. The Government's hope is to increase the level of foreign private investment from its present rate of about $60 million to $300 million yearly. A unique conference was held in New Delhi between U.S. businessmen and Indian Government officials, sponsored by the Business Council for International Understanding (BCIU), and held at the invitation of the Indian Investment Center. The discussion centered around 10 incentive points the U. S. businessmen feel are essential if investment of private foreign capital is to achieve significant volume. This dialogue between businessmen and Goverment is expected to continue.

Other investment missions from the U.S. are scheduled. The Department of Commerce sponsored Investment and Industrial Development Mission will visit India February 27-March 27, 1965, and a West German investment group is expected in the fall.

During the April-June quarter, 88 agreements involving foreign investment were approved by the Government of India. Twelve were with U.S. firms, 3 of which were equity investments, with International Paper, Beloit Eastern, and Remco Products.

The Bechtel Corporation formed an engineering company with the Indian Government for the design and construction of petroleum installations and fertilizer plants. International General Electric and the Indian Government have financed a feasibility study for the construction of a heavy electrical machinery plant and will collaborate in building and operating the plant.

HARDWARE FAIR

The 11th International Hardware Trade Fair will be held at Olympia, London, Feb. 1-5, 1965. Organizer is Universal Exhibitions, Ltd., 9 Castle Place, High Wycome, Buckinghamshire.

Australia's largest industrial enterprise plans $4.5 million expansion program

Will establish manganese mining operation on remote northern island; 2 U.S. subsidiaries reported to have won contracts to build coke ovens

Australia's largest industrial enterprise, the Broken Hill Proprietary Company Ltd. (BHP) will spend up to $4.5 million in the next 2 years to establish an important new mining industry on a remote island off the coast of the Northern Territories, according to the Australian News and Information Bureau.

Among other things, the venture will involve large-scale quarrying of manganese on Groote Eyland, which covers about 1,200 square miles. Development plans include the construction of a seaport and a township. The Commonwealth Minister for Territories, in announcing the issue of mining leases to BHP, said they called for a minimum annual production of 70,000 tons of manganese ore within 2 years. He said that Australia now spent more than $2.24 million annually on importing manganese for use as an ingredient in steel making since the present Australian production of manganese is very small.

According to BHP, contracts will soon be let for approximately $2.24 million for the initial stage of a new steel plant at Kwinana in Western Australia. The company also plans to build a battery of 66 coke ovens at the Port Kembla works of the Australian Iron and Steel Pty, Ltd. in New South Wales. The contracts for the Western Australian project will be for 2 turbo-blowers, the basic units in supplying the hot air blast to the furnace, and iron ore dumping and stockpiling equipment. Work on the first blast furnace will begin soon.

According to the General Manager of BHP, the overall cost of these completed projects will be in the neighborhood of $89.6 million and will include the building of a 313-mile standard gauge railway between Kwinana and the iron ore deposits at Koolyanobbingx, which is expected to be completed by 1967.

In addition to the steelmaking plant, BHP will also extend its rolling mills at Kwinana, 20 miles south of Perth. The first steel was rolled at Kwinana in 1956 and the mill's output should reach the million-ton mark by the end of 1964.

The new battery of coke ovens for the Port Kembla plant will cost about $26.8 million and is expected to be commissioned in 1966. Expected to give employment to an additional 200 men, the ovens will increase BHP's annual coke-making capacity by 590,000 tons. This increase will require an additional million tons of raw coal a year, nearly quadrupling the total annual requirements of the Port Kembla Steel Works.

It is understood that Australian subsidiaries of 2 U.S. companies have won contracts to construct the coke ovens and related by-product facilities. The successful tenderers are Allied Chemical (Australia) Pty. Ltd. and Dillingham Engineering (Australia) Pty. Ltd. Allied Chemical is a subsidiary of the Allied Chemical Corporation of New York. Dillingham Engineering is an affiliate of the Dillingham Corporation of Hawaii.

BHP announced a net profit for the last financial year of about $41 million, an increase of more than $4.1 million over the preceding year.

SLAB STORAGE: Steel slabs in storage at Broken Hill Proprietary subsidiary's plant at Port Kembla. The parent firm plans a large expansion program.

15-day stopover adopted

The Philippine Government has adopted a new procedure for processing tourists passing through the Philippines without visas. Transit visitors enroute from one country to another may upon arrival in the Philippines, be immediately granted by immigration authorities at the airport a 12-day extension of the heretofore standard 72 hour visa-free admission period.

2 Venezuela projects get $44 million from World Bank

Road, power project contracts subject to international bids

The World Bank has made two loans totaling the equivalent of $44 million for highway and electric power development in Venezuela.

A loan of $30 million to the Government will help pay for the construction of 2 high priority roads in the southwestern part of the country and 2 expressways in and around Caracas. The other loan, of $14 million, was made to the Government-owned electric power company, Compania Anonima de Administracion y Fomento Electrico (CADAFE), to help strengthen and extend its transmission facilities.

Two of the highways will form part of the trunk highway link between central Venezuela and the southwestern provinces. One of these roads will extend 128 miles from Barinas to La Pedrera paralleling the eastern slope of the Andes mountain range. The other road will run 65 miles from La Pedrera to San Cristobal, the marketing and communication center for southwestern Venezuela. The expressways to be built with Bank assistance will relieve the severe traffic congestion in Caracas.

$65 million project

The road projects are being carried out by the Ministry of Public Works. They are scheduled for completion in about 3½ years at a total estimated cost of $65 million. The Bank loan will cover the estimated foreign exchange requirements. Contracts for construction have been or will be awarded on the basis of international competitive bidding.

Bank loan of $14 million will help CADAFE to construct a 230-kv line over 370 miles long to connect the Macagua hydroelectric generating plant on the Caroni River with the Santa Teresa substation near Caracas, to install a number of substations, and to reinforce and interconnect exising 115-kv transmission facilities.

The total cost of the project being financed with the help of the Bank is estimated at the equivalent of $19.1 million. The World Bank loan will cover the foreign exchange requirements.

Morocco's developing economy hits a few snags, but overall prospects remain favorable

Flourishing tourist industry becomes brightest spot in economy; mining and fishing industries help offset financial troubles

The Moroccan economy showed mixed trends during the first half of 1964. Despite gains in mining and fishing, and high earnings from tourism, the country is facing serious financial problems, according to the U.S. Embassy in Rabat.

Morocco's balance of payments position continued to deteriorate, gold and convertible currency reserves declined substantially, and there were strong inflationary pressures on prices. In the agricultural sector the bright spot was high citrus fruit production, but farmers were disappointed by the low yield of the wheat crop.

In spite of current difficulties, however, the long-range outlook for the Moroccan economy is considered favorable.

The flourishing tourist trade is one of the brightest spots in the Moroccan economic picture. The spring season in the south ended in mid-May as a complete success. The summer season is opening in the North, and already the tourist inflow is 20% above last year's record rate. Consequently, tourist attractions are thriving, with hotels, bungalows, and temporary housing facilities of all kinds completely occupied.

The vitality of tourist interest in Morocco has highlighted the industry as one of the major areas for future economic expansion. Steady growth of the tourist trade each year has stimulated many Moroccan businessmen to consider long term investments in tourist attractions and accommodations. As a result, hotel construction is receiving a great deal of attention in Tangier, Restinga, and Alhucemas, and should remain one of the most fruitful areas of the Moroccan economy for some time.

Phosphate production up

Another profitable sector is mining, particularly phosphate mining. The Moroccan Phosphate Office has embarked on a vigorous sales campaign which has expanded exports of phosphates at better prices. Phosphate production totaled 5 million metric tons during the first half of this year, a new first half record for Morocco which should lead to an export of more that last year's 8½ million metric tons.

The Phosphate Office is now making plans for exploiting new deposits and expanding output. These activities should increase employment and offer a receptive market for U.S. mining and conveying equipment.

Moneymaker

The Phosphate Office has recently been given complete control of the chemical plant at Safi. This enterprise is engaged in the fabrication of chemical phosphates and is proving to be a profitable operation.

Relations between the Moroccan Government and Morocco's French community have been deteriorating. Following through with plans for "Moroccanization" of the economy—a plan that calls for nationalization of foreign owned lands and elimination of foreigners from the governmental bureaucracy—the government has caused considerable alarm among Casablanca's French businessmen and French farmers throughout the southern part of the country.

Many French farmers have abandoned all long term investment plans and are operating on a day to day basis; consequently, tractor, farm equipment, and fertilizer sales have fallen off sharply. Similarly, expatriate merchants and businessmen in the service industries have begun cutting down their stock and are thinking of liquidating their assets.

Although much of the anxiety may be premature, the pessimism of the French community is a marked feature of the Moroccan commercial scene.

Morocco's agricultural performance was also mixed during the second quarter of 1964. While citrus fruit production increased, the wheat crop, which was expected to produce an abundant supply, was blighted by a desert wind during the early spring and now promises a rather mediocre harvest.

Plenty of citrus

Citrus fruit is abundant and sales abroad for the season ending in June were 113,000 metric tons above those for the same season last year. The great volume of the crop enabled Moroccan exporters to realize greater returns from this year's production despite an average $10 per ton decline in the price. Other export vegetables such as tomatoes and potatoes brought slightly lower than average returns this year.

Farmers and non-farmer alike were disappointed by the meager yield of the wheat chop. Although published statistics are not yet available, sparse harvests are evidenced in the price rise of wheat on the domestic market. Morocco normally uses its duram wheat to pay for imports of bread wheat, but this year an estimated 200,000 to 300,000 tons must be imported while only 100,000 tons of duram will be available for export.

Other cereal crops such as oats, rye, and barley, because they mature earlier, were less affected by the poor weather; they are producing a better harvest than wheat, but it is still sub-standard.

The fishing industry continued to be a source of export profits. Although the catch was not as large as other years, it brought a good price on the world market.

Considerable interest has been demonstrated in the possible exploitation of the tuna schools off the Moroccan coast. Such a venture would require a sizable investment in fishing equipment, and although no tangible proposals have been made, this field should be kept in mind as a possible future market for U.S. equipment.

Continued inflationary price trends and the speculation against the Dirham on the

U.A.R. trade rises

U.A.R. imports rose to $915.4 million in 1963 from $692.3 million in 1962. Exports also increased to $519.8 million in 1963, from $361.1 million in 1962.

Increased imports of wheat, wheat flour, vegetable oils and animal fat, medicines and pharmaceuticals, crude oil, and automobile parts accounted for much of the rise in imports. Exports of raw cotton, cotton yarn, crude oil, and rice also rose.

According to official U.A.R. statistics, leading suppliers in 1963 were: U.S. ($250.5 million), West Germany ($92.5 million), United Kingdom ($80.7 million) and Italy ($59.1 million). A large portion of U.S. exports consisted of shipments under Public Law 480.

world money market have brought an element of caution to many Moroccan businessmen. As corrective measures, the Moroccan Government has removed its subsidy from the price of sugar, sold public housing, and passed a number of new tax requirements by which it hopes to increase its income and curtail expenditures.

In conjunction with these moves, the Bank of Morocco increased its liquidity requirement from 25 to 40% in an attempt to tighten credit.

The Government has announced further implementation of its austerity program with new taxes to be announced in the fall. However, the austerity program and the possibility that the new taxes might encroach upon profits have disturbed Moroccan businessmen.

Adding to Morocco's financial problems, the unfavorable balance of trade throughout 1962 and 1963 and a steady outflow of capital have caused a severe foreign exchange shortage. At the end of May, reserves of gold and convertible currency had fallen to $82 million, of which $29 million is required as a base for the domestic currency.

Seeking a temporary respite, the Moroccan Government has drawn a $13.1 million gold tranche from the IMF, which it hopes will carry through the summer or until other aid can be enlisted.

Long-range outlook good

Most observers view the difficulties now being encountered in some sectors of the Moroccan economy as a transitional phase through which the country is moving.

Long-range prospects for Morocco are still considered sound: the country's well-developed infrastructure, adequate natural resources, and active population all contribute to this outlook. In addition, the Moroccan Government has recognized its fiscal responsibilities, and is making a determined effort to stabilize the financial situation.

Machinery, raw materials display set in Hong Kong

American manufacturers and businessmen are invited to participate in the display of industrial machinery and raw materials with which Hong Kong products are made.

The display will be held Dec. 7, 1964, through Jan. 18, 1965 at Hung Hom Reclamation, Kowloon, Hong Kong.

Paid attendance at the 1963 show exceeded 1.3 million persons.

Write: Exhibition Secretary, the Chinese Manufacturer's Association of Hong Kong, CMA Building, 64-65 Connaught Rd., Central, Hong Kong.

Uruguay still in the doldrums; U.S. remains top import supplier

Heavy meat exports are offset by slumping wool shipments; proposal to end foreign oil countries gets little support

The effects of a strong meat export showing for Uruguay have been tempered by the slow pace of wool exports, as inflation and a low level of economic activity continued throughout the first half of the year.

Exports during the second quarter of 1964 totaled $50.5 million, compared with $40.1 million during second quarter 1963. On May 21 the National Council of Government issued a decree suspending the importation of most non-essentials and many raw materials for 15 days.

Since May the traditional seasonal decline in the trade balance has been faster than for 1963, and exports have fallen sharply.

Earlier in the year meat exports had set an all-time record due to high market prices, which were partly caused by smaller Argentine exports and unusually lush Uruguayan pasture conditions.

Wool exports, traditionally Uruguay's dominant source of foreign exchange, were held back in anticipation of devaluation of the peso or a possible reduction in export retention taxes. As of the end of the second quarter, 45,000 metric tons of the last season's wool clip were still in warehouses.

Second quarter imports were $45.7 million, compared with $34.6 million for the corresponding 1963 period. Total imports of fuels and lubricants were 78% higher; miscellaneous imports (including lumber, seeds, and forage) were up by 86%; automotive vehicles were down 50%; and general machinery and parts were down 46%.

Imports from the U.S. were up 20% during the quarter, as the U.S. retained its position as Uruguay's leading supplier.

Disputes

A controversy has centered over the affects of U.S. PL 480 meat sales on Uruguay's export markets. A proposal for ending the contracts of Esso, Texaco, and British Shell for importing crude petroleum was brought up during June but met with limited support. A dispute continued between the "traditional" meat packers and more efficient newcomers to the industry in the country's interior.

Uruguayan industry remained in its now long-term doldrums during the second quarter, and the trend toward net disinvestment appeared to have continued. Textiles, rubber manufactures, and smaller establishments serving the cattle industry enjoyed a fairly good quarter, but overall unemployment remained at a high level.

Serious inflation continued, as the cost-of-living index for middle-class families in Montevideo rose nearly 8% during the quarter. No concrete anti-inflation measures were adopted. An over-valued peso appeared to be seriously aggravating the balance of payments and the exchange reserve position. Shortly after the quarter ended, the parallel rate declined from about 19.5 to 22.5 to the dollar, while the pegged rate was maintained at 16.4 to the dollar.

Buying railway cars

The Uruguayan state railway, AFE, was seeking to purchase railway ferries and 500-600 railway cars. An expansion plan was approved for the state electric and telephone monopoly, UTE, to provide for the purchase and installation of new generators, the installation of a new thermal plant, and construction of the 270,000 kw. El Palimar hydroelectric dam on the Rio Negro.

During the quarter, AID approved a $3 million loan to the Bank of the Republic to enlarge and modernize existing small and medium-size plants and establish new ones. Additionally, the Eximbank and IDB will each provide $5 million to the program.

AID also approved a $2.4 million loan to FENACOA for pasture improvement and a milk pasteurization plant.

Trade with Indonesia restricted by Malaysia

The Malaysian Government has prohibited all barter trade from Indonesia into the ports of Malaya and Singapore. Despite Indonesia's economic boycott of Malaysia, this barter trade by small craft has continued and has been utilized by Indonesia to smuggle arms, explosives, and saboteurs into Malaysia. Measures have been taken to implement this prohibition.

U. S. Government Actions

AID authorizes $14 million loan for paved road construction project in East Pakistan

Loan covers dollar exchange costs of design, construction of first adequate all-weather road between Dacca and western districts of province

A 58-mile paved road from Dacca, East Pakistan, westward to the Brahmaputra River will be built with the assistance of a $14 million loan authorized by the Agency for International Development.

The project will provide the first adequate, all-weather road connection between the provincial capital and the western districts of the province.

The U.S. loan will pay dollar exchange costs of design and construction of the road, ferry landings and ferries for crossing the Brahmaputra and Ganges rivers, 2 road links totaling 10 miles on the western side of the Brahmaputra River, and at least 15 new bridges.

The project will be designed and the construction supervised by qualified U.S. engineering firms. A prime contract for nearly all the construction will be awarded under competitive bidding procedures to a qualified U.S. firm.

Lessens travel time

Transportation by water or rail between Dacca and the Khulna-Chalna area now takes more than 24 hours. The new 2-lane road will permit the movement of traffic between Dacca and Khulna in about 7 hours.

Transportation requirements in the area are increasing along with greater agricultural production and local marketing and with the growth of industry in East Pakistan.

The responsible agency will be the Roads and Highways Department of the Ministry of Railways, Waterways and Road Transport, Government of East Pakistan, in Dacca. In addition to the $14 million in dollar exchange financing from the AID loan, an estimated $2 million in foreign exchange expenses and $10.5 million equivalent in local currency costs will be financed by the Government of Pakistan.

The project will be based on feasibility studies made last year by Amman & Whitney International, Ltd., and Harris-Boutwell, Inc., U.S. engineering firms. On-site reviews of the feasibility reports and evaluations were made later by Charles E. Shumate, now chief engineer of the Colorado Department of Highways.

Completion of the project is expected to take about 5 years, including a year for the engineering and 4 years for construction.

The AID loan will be repayable in dollars by the Government of Pakistan over 40 years, including a grace period of 10 years.

Nuclear power plant in Spain receives Eximbank financing

Loans totalling $24.5 million to cover costs of equipment, fuel

Two loans totalling $24.5 million have been authorized by the Export-Import Bank to help finance U.S. costs of equipment and initial fuel for the construction of a 150 megawatt nuclear electric power generating plant at Zorita, 24 miles east of Madrid.

Westinghouse Electric International Company has been awarded the prime contract by the Spanish privately-owned utility company, Union Electrica Madrilena.

Under this contract, the Westinghouse Company will furnish and install the complete nuclear power plant, including the first fuel loading. Engineering designs will be provided by Gibbs and Hill, Inc., New York, and the Bechtel Corporation, San Francisco.

Required nuclear fuel

Nuclear fuel required will be purchased from the Atomic Energy Commission. AEC has previously made enriched uranium available to Euratom and an Italian utility company, with Eximbank financing a portion of the initial fuel costs.

The Union Electrica Madrilena expansion project will cost a total dollar equivalent of over $41 million, $24.5 million in Eximbank loans, $3 million in U.S. dollars and an additional 14 million pesetas to be provided by the Spanish company.

The new loans bring to $278 million the principal of active Eximbank loans in Spain. Earlier loans have helped finance dollar costs of various aspects of Spain's development program. Specific industries aided include fertilizer, automotive tires, railways, aircraft and heavy industry, and public utilities.

Tariff Commission issues report on umbrellas, parts

The Tariff Commission has made public its report to the President on an investigation covering umbrellas and parts of umbrellas (except handles) provided for in the Tariff Schedules of the U.S.

Umbrellas are dutiable at 20% ad valorem and umbrella frames, the principal umbrella parts imported, are dutiable at 30% ad valorem; rates were reduced from 40% and 60% in 1950 and 1951.

The Commission found unanimously that the articles covered by the investigation are not, as a result in major part of concessions granted under trade agreements, being imported in such increased quantities as to cause, or threaten to cause, serious injury to the domestic industry or industries producing like or directly competitive articles.

This finding was based primarily on the determination that any increases that may have occurred in imports of the articles under investigation in recent years are not attributable in major part to trade-agreement concessions, within the meaning of the Trade Expansion Act. The concessions tended to stimulate imports in the periods following their effective dates and, presumably, since then have operated to maintain imports at higher levels than would have otherwise prevailed.

Japan and Hong Kong have developed improved supplier positions in the U.S. and in other markets, not only for such articles as umbrellas but also for many other products, irrespective of changes in tariff levels in the receiving countries. The availability of low-priced umbrellas and frames from foreign producers has stimulated demand and opened wider markets for umbrellas in the U.S.

For copies of the Commission's report, write: Secretary, Tariff Commission, 8th and E Sts., N. W., Washington, D.C., 20436.

$8 million loan aids power expansion in Dominican Republic

Eximbank funds to finance U.S. machinery, supplies, services

An $8 million Alliance for Progress loan in favor of the Corporacion Dominicana de Electricidad (CDE) of Santo Domingo, was authorized by the Export-Import Bank to finance purchase of U.S. machinery, equipment, spare parts, supplies and related services required for the expansion of CDE's power generation, transmission, and distribution system.

The Corporacion Dominicana de Electricidad, a government entity, is the principal supplier of electric power in the Dominican Republic. A $3.4 million Eximbank loan to CDE authorized in 1962 financed the purchase of a 26,500 kw. thermal electric generating unit for installation at Santo Domingo. The unit is now in operation.

Increased generating capacity at Puerto Plata and Santo Domingo is now needed to provide an adequate supply of electricity throughout the country. Since electric energy requirements are expected to continue to increase over the next 6 years and the number of consumers to double, the planned expansion of CDE's power system is vital to the economic welfare of the country.

The current loan will finance a 27,600 kw. thermal power plant for installation at Puerto Plata in the northern area of the country, 12,000 kw. peaking units for Santo Domingo, equipment for transmission and distribution lines, a communications system, and a load dispatching center. The 2 major U.S. suppliers are General Electric Company and the General Motors Corporation who will also participate in the financing of the early maturities of the Eximbank loan.

Eximbank's $8,000,000 loan is repayable over 14 years beginning in 1967.

Prior deposits lowered

Colombia has reduced the prior deposit requirement on sheets and plates of iron or steel, simply forged or hot-rolled, of a thickness not exceeding 3 mm. and a width of up to .60 meter (24 in.), from 120% to 30%, and on similar sheets of a width of .60 meter or more, from 65% to 30%.

Mexican, U.S. project gets Eximbank financing

Through a $23.8 million Alliance for Progress loan, the Export-Import Bank will participate in financing the La Amistad Dam on the Rio Grande, 12 miles above Del Rio, Texas.

Total cost of the joint project including electric generating plants is estimated at $130 million, of which Mexico will pay $47.5 million. The Eximbank loan to the Mexican Government will help finance the Mexican share of the cost of the project.

La Amistad is one of 3 dams to be built jointly by the U.S. and Mexico to provide improved flood control and irrigation. Falcon Dam, 75 miles upstream from Laredo, was completed in 1953 and was also financed in part by an $11.5 million Eximbank loan. The need for La Amistad Dam was demonstrated in 1958 when the Rio Grande flooded, causing over $42 million damage. The purpose of the current U.S.-Mexico venture is that of water conservation, flood protection and the generation of hydroelectric energy.

Technical studies made by the U.S. Corps of Engineers and the Mexican Ministry of Hydraulic Resources propose a dam 6½ miles long and 255 feet high. Such a dam would create a reservoir of 5,731,000 acre feet with a surface of 88,200 acres.

The project will benefit cities, towns, and rural areas in the U.S. and Mexico inhabited by some 900,000 people of whom 492,000 are in the U.S.

Modernization planned for Honduran slaughter houses

A Panamanian subsidiary of a Chicago food firm has invested $233,500 in equity shares and $316,500 in loans to modernize slaughter houses and cold storage and transportation facilities in Honduras.

The investor, International Foods, S.A., a subsidiary of Alberti Foods, Inc., of Chicago, will develop the plants which will process boneless beef for marketing in Honduras and neighboring Central American countries.

The Agency for International Development has issued guaranties providing insurance against losses in case International Foods should be unable to convert receipts from the investment into dollars, and also in case of expropriation.

Maximum total protection under the guaranties in either case would be $461,500 for the equity investment and $411,450 for the loan investment.

Automotive dealer loses export rights

A Bakkeren, doing business as Firma A. Bakkeren, automotive and truck parts dealer in Breda, Netherlands, has been denied all U.S. export privileges for 60 days for suspected violations of the Export Control Act.

The order, effective August 25, was issued by the Bureau of International Commerce after an investigation which developed evidence indicating that the respondent had participated in trade with persons who have been denied U.S. export privileges; acted in concert with others to bring about violations of the act; and participated, directly or indirectly, in illegal reexportation of commodities of U.S. origin.

All outstanding validated export licenses in which the respondent has an interest are cancelled and Bakkeren and any successors are denied U.S. export privileges involving either commodities or technical data. The restrictions also apply to those who might do business with him.

The respondent may request an oral hearing if modification of the order is sought.

Ecuador gets Eximbank loan to expand electric capacity

The Export-Import Bank has authorized an $8 million Alliance for Progress loan to Instituto Ecuatoriano de Electrificacion (INECEL) of Quito, Ecuador, to assist in financing the expansion of 9 small power facilities.

Total cost of the 9 projects is estimated at $12 million. The Agency for International Development will participate to the extent of $1.6 million and INECEL will provide the remaining funds from its own resources.

INECEL is an autonomous agency of the Republic of Ecuador recently formed to plan and coordinate the country's power development program. To accomplish this INECEL is promoting the establishment of electric companies in certain of the smaller population areas which require additional power for industrial development.

INECEL proposes to supervise management of the projects, provide technical development and train personnel. The 9 projects under the planned expansion include the cities of Esmeraldas, Duran, Riobamba, Quevedo, Balzar, Loja, the Santa Elena Peninsula, and the Provinces of Manabi and El Oro.

Additional waivers on iron, steel quotas issued by ECSC

Member states now permitted to import at reduced tariff rates

The High Authority of the European Coal and Steel Community has issued additional waivers to last February's ECSC decision increasing steel and pig iron tariffs, thus permitting member states to import additional quantities of iron and steel products at reduced tariff rates.

Tariff quotas have been granted to Germany, France and Netherlands, for importation from 3rd countries and use within the country, for the following steel products in quantities in tons and at the duty rates in parenthesis, from the date of implementation of the February tariff increases to December 31.

Germany: ex 73.15 B V a, hot-rolled, low-alloy steel strips showing the following analysis: carbon: 0.14 to 0.19%; silicon: 0.15 to 0.35%; manganese: 1.0 to 1.3%; sulfur: 0.035% maximum; chromium: 0.80 to 1.1%, (110-6);

France: ex 73.13 B IV e 2, plastic-coated sheets, (500-7); ex 73.15 B IV b, alloy-steel hollow bars, coated inside with stainless steel (172-6);

Netherlands: ex 73.13 B IV e 2, sheets of ordinary steel, coated with nickel, Monel, or "Colclad" stainless steel, (140-6); ex 73.15 B IV b, bars of alloy tool steel, (200-6); ex 73.15 B V a, hot-rolled, low alloy steel strips showing the following analysis: carbon: 0.22 to 0.29%; silicon: 0.15 to 0.35%; sulfur: 0.035% maximum; phosphorus: 0.035% maximum; manganese: 0.5 to 0.8%; chromium: 0.9 to 1.2%; molybdenum: 0.15 to 0.25%, (500-6).

Tariff quotas have also been granted to Belgium, Germany, France and Netherlands for importation from 3rd countries and use within the country, for foundry pig iron grades for 1964 at the quantities and rates specified in parenthesis:

Germany: ex 73.01 B II, special pig iron containing a maximum of manganese: 0.04%; phosphorus: 0.035%; sulfur: 0.03%, (10,000-5);

Belgium: 73.01 B II, hematite foundry pig iron containing by weight 1.5% or less manganese, and 73.01 C II, phosphoric foundry pig iron containing by weight more than 1% silicon, (5,000-5);

France: 73.01 B II b, hematite pig iron containing by weight 1.5% or less manganese, (6,000-5);

Netherlands: ex 73.01 B II, hematite pig iron containing: silicon: 3.25-3.75%; manganese: 1-1.2%; phosphorus: 0.5-0.7%; sulfur: 0.04% maximum; carbon: 3-3.8%, (500-5).

Spain eases restrictions on repatriation of dividends

The Spanish Government has removed restrictions on repatriation of dividends, interest and income earned subsequent to July 28, 1959, from investments made prior to that date.

Before the present regulation American and Canadian investors were allowed to repatriate post-1959 income from pre-1959 investments only up to 8 percent annually of the capital. Investors from the major European countries, however, have long been allowed to repatriate without limit all earnings from pre-1959 investments.

The new regulation also states that the Government has the intention of abolishing soon all restrictions on the repatriation of income earned prior to July 28, 1959, from these older investments. For this purpose it calls upon all banks, institutions and persons holding balances corresponding to pre-1959 income from these investments to declare them along with other details to the Spanish Foreign Exchange Institute within 90 days from August 13.

So far there has been no indication that the Government intends to abolish the restrictions on the repatriation of the principal of investments made by any country prior to July 1959.

Belgium increases transmission taxes

Belgium has announced increases in transmissions taxes on certain imports.

Items affected include certain textiles; some castings, various iron, steel, and zinc products; certain centrifugal machines, and brass-founding and finishing products.

In general, the transmissions tax on these items was increased 3 to 8 percentage points.

For information, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Ceylon raises duties on petroleum, tobacco, gems

Increased import duties on petroleum products, a higher excise duty on tobacco leaf, and a new export duty on gems and precious stones are now effective in Ceylon.

The new duties on petroleum products per imperial gallon, with previous duties in parentheses are as follows:

"Dangerous petroleum" below 80.5 octane rating, $.44 ($.42); dangerous petroleum having an octane rating of 80.5 or higher, $.47 ($.44); kerosene oil (except dangerous petroleum), $.04 ($.02); lubricating oil from refined petroleum, $.32 ($.27); crude furnace oil, $.04 ($.04); and other oils (such as diesel), $.05 ($.04).

The excise duty on "Ceylon tobacco leaf" intended for cigarettes or pipe tobacco has been raised to $5.99 per pound, from a previous duty of $5.88.

A new export duty of 5% ad valorem has been imposed on precious and semi-precious stones. This duty will be levied on stones purchased in the retail market by visitors to Ceylon, as well as on stones exported commercially.

Imports of tires, tubes restricted by Singapore

Singapore, which placed imports of tires and tubes for passenger cars, trucks and buses under specific import license last April, has further restricted these imports.

Under the new regulations, which became effective August 11, individual quotas for these items for the period July 22 to October 21, are reduced by 10% of the previous quota. This basically represents 70% of importer's proven imports for 1962.

Mica inspection set

The Export of Mica (Inspection) Rules, 1964, prescribing the place of inspection, inspection fees, and details of the inspection procedure are now in effect in India.

The Mica Export Promotion Council will inspect shipments and issue certificates of quality required before export can be made from India. In the case of refusals by the Council to certify, appeals may be made within 10 days to an appellate tribunal appointed by the Government.

Joint venture sought by Bombay firm to produce auto chains

U.S. equipment, trademarks, know-how, patents requested

The manufacture locally of automobile timing chains and transmission chains is a $420,000 venture proposed by a recently constituted Bombay firm.

A U.S. firm prepared to invest $168,000 toward the purchase of the required machinery and equipment, as well as provide technical know-how and patent rights and trademarks, is sought.

The Bombay firm, associated with 4 other Indian manufacturing and business concerns, would subscribe the equivalent of $168,000 in local currency and raise the local currency equivalent of the remaining $84,000 through a "Cooley Loan" from AID sources.

Terms of the joint venture agreement would be subject to negotiation between the U.S. participant and the Bombay firm and the subsequent approval of the Indian Government.

The project envisages the manufacture of 200,000-300,000 feet of timing and transmission chains a year on a single shift basis. The plant would be located about 8 miles from Bombay, where the firm has 12,000 square feet of constructed space, complete with electricity and water supply, near the factories of the firm's associated companies.

Carbon steel imports

High carbon steel strips will have to be imported in the various sizes required until domestic production is under way, probably in 1965. Present requirements for automobile timing and transmission chains are met entirely through imports. The firm sees no difficulty in marketing products of the proposed venture.

Write: Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C., 20230, File No. 4-3391-3H.

FINE GAUGE WIRE

Manufacturer of industrial wire cloth seeks license to produce fine gauge wire, principally for export to the United Kingdom. Write: Irish Fine Wire Products, Ltd., Dock Rd., Limerick, Ireland.

Indian regional survey available

Firms considering investment in India will be interested in "Techno-Economic Survey of Konkan Region", a recent report covering the coastal region of Maharashtra State.

The survey lists feasible specific industrial ventures in the area, including pig iron plants, structural shops, forge plants and the manufacturer of chemicals and aluminum.

It also furnishes useful information regarding transport, communication, electric power, labor for possible use of U.S. firms considering establishment of manufacturing facilities in the Bombay area. For copies of the survey, available at $2.10 each,

Write: Indian Merchants Chamber, 76 Veer Nariman Rd., Bombay 1, India.

Construction opportunity offered U.S. company

An established U.S. organization is interested in meeting its requirements for office and residential space by lease of buildings to be constructed to its specifications in Cotonou, Dahomey.

The U.S. organization prefers to deal with an American company having the equivalent of $600,000 in CFA francs, or other foreign currency available for investment in Dahomey.

Basic terms call for a 10-year lease with an option to purchase; rentals can be paid in the U.S. in dollars if arrangements to do so are made under local foreign exchange regulations.

Write: Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, File No. 1-1511-3G.

Danish manufacturer offers license for waste treatment

A Danish manufacturer, with over 30 years of research and practical experience in the biological treatment of organic wastes offers U.S. firms a license to produce its waste treatment plants.

The method used by this firm is a continuous and fully mechanized biological process within which the organic content of household refuse is transformed into compost under hygienic conditions. It is reported to allow sewage sludge to be processed along with the dry refuse; the method is simple, economical, and competitive with other refuse disposal methods. The firm has U.S. patents on its process and equipment which is used in over 60 composting plants operating in 18 countries throughout the world.

These countries include Germany, Japan, Italy, France, England, Belgium, Switzerland, and all the Scandinavian countries.

For the name, address and brochure describing this Danish method of waste treatment, **write:** Office of International Investment, Bureau of Commerce, Washington, D.C. 20230, File 1277.

U.S. technical help needed in chemical porcelain project

Promoters of a project for manufacturing chemical porcelain products such as laboratory crucibles, evaporating dishes and thermocouple sheaths, seek technical assistance of an experienced U.S. manufacturer.

The proposed plant, to be located near Bombay, would have an initial capacity of 40 tons a year, subject to the recommendations of the U.S. collaborator. Most of the machinery and equipment required for the venture is reported to be available locally.

Equity participation in exchange for technical know-how would be the preferred means of compensation, but royalty payments will be considered if preferred by the U.S. collaborator. Required technical know-how covers plant lay-out, batch composition of bodies and glazes, processes, firing schedules, quality control, and other operations necessary to ensure plant economy and efficiency.

Write: New India Assurance Co., Ltd. 87 Mahatma Gandhi Rd., Bombay 1, India.

AUTOMOTIVE COMPONENTS

License sought for the manufacture of automotive components such as cradle mountings for semitrailer trucks, disk-brake systems, exhaust gas purifiers including after-burners, mufflers for automobiles.

Write: Theodor Klatte, Metallwarenfabrik, Bremen-Huchting, Zum Huchtinger Bahnhof 25, Germany.

Iraq issues tender calling for drugs, supplies, instruments

The Iraqi Ports Administration, Basra, Iraq, has issued a tender for 145 items most of which are pharmaceuticals. Included also are such items as bandages, other medical supplies and a few medicinal chemicals.

Bids should be submitted to the Director General, General Public Company for Importation & Distributions Drugs & Chemical Materials, Third Floor, British Bank, Middle East Bldg., Bank St., Baghdad, Iraq, indicating clearly that bid covers Tender No. 103/64 of the Iraqi Ports Administration, Basra, for the Port Hospitals at Margil and Fao.

Bid deadline is Sept. 24.

Requirements to be purchased are:

Pharmaceutical products in tablet form with quantities varying from 3,000 to 60,000 tablets of ascaphen, digoxin lanonin, dipasic, flagyl, largactil, irgapyrin (60,000), perolysen, phenergan, phenobarbital (44,000), primolut, serpasil, sulphaguanadine, and tranquilon.

Drug products in injectable form of calcium gluconate, coaguline, irgapyrin, progesterone, primodian, primosistone and primodos, diamenformon, polio vaccine, vitamin B-12, chloromycetin, apomorphine HCl, sulphadiazine and sulphademidine, decadron, tetracycline.

Miscellaneous drugs such as antibiotic eye drops and ointments, ear drops, sigmamycin syrup, and cough suyrp. Certain medicinal chemicals such as copper sulfate, mercuric chloride, zinc oxide and silver nitrate are also required.

Medical supplies are bandages, B.P.C., of various shapes and sizes, 60 to 120 dozen each; cellulose wadding; suture silk; needles; and cork stoppers.

Twelve **sterilizers,** electrically heated with 3-heat switch, cut-out and pilot lamp and 120 spirit lamps, metal or glass of 60 or 100 nls. capacity also are required.

A copy of the tender can be obtained on loan by firms located in the U.S. from the Chemicals and Allied Products Division, BDSA-301, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3394.

Chile requests bids on police communication needs

The Chilean State Purchasing Dept. has requested tenders for delivery of 100 dual-channel VHF-FM radio transceivers under tender No. 250.

Quantities and types requested are: 10 5-watt transistorized motorcycle radio transceivers powered by rechargeable nickel-cadmium batteries; 5 60-watt remote controlled transceivers operating on a 220 v. 50 cps power supply; 75 25-watt automobile transceivers, transistorized and operated on a 6/12 v. battery power supply; and 10 1.4-watt portable transceivers powered by rechargeable nickel-cadmium batteries, weighing less than 1 kg.

Tenders must be submitted in Spanish by Sept. 30 to: Direccio'n de Aprovisionamiento del Estado, Amunategui No. 66, 2nd floor, Santiago de Chile.

Copies of the specifications which are in Spanish may be obtained by firms located in the U.S. on a loan basis from the Electronics Division, BDSA-308 Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4036.

Special lead offered in Central America

A firm engaged in logging, lumbering and exporting pine wishes to purchase a substantial amount of equipment for expansion and replacement with a 20% down payment on 3-year terms.

Equipment sought includes 4 diesel tractors with log trailers, 2 diesel dump trucks of 4-5 cu. yd. capacity, band driven 4x12 or 4x10 double profile planing mill, a single cut band mill with mechanical feed suitable for diesel operation, a 4 dog mechanical operation saw mill carriage for handling log lengths up to 30', a filing room with 6 blades, 4 lumber lift trucks of 15,000-20,000 lb. capacity, 3 tractors with angle dozer and winch, a road patrol grader, and an excavator-dumper.

U.S. firms familiar with selling to this type of customer may express their interest by writing to Box CATM 33/35, Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C. 20230.

Canada issues addendum to storage dam specifications

The British Columbia Hydro & Power Authority, Vancouver, Canada, has issued Addendum No. 1 to Contract No. C.D.-2, Duncan Lake Storage Dam (INTERNATIONAL COMMERCE, September 7, p. 33) as the result of field visits by tenderers with authority engineers.

Copies of the addendum are being issued to persons who have received copies of the tendering documents.

A copy of the addendum is also available for review only in the Building Materials & Construction Industries Division, Rm. 4012, BDSA-306, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO7-3601.

Specifications changed in Australian generator tender

The Snowy Mountains Hydro-Electric Authority, Cooma North, New South Wales, Australia, has issued Supplementary Notice No. 1 with changes in specifications for tender No. E.526 (INTERNATIONAL COMMERCE, Aug. 31, p. 25).

Bid deadline is Dec. 2.

A copy of the change notice, with drawings, is available for review only in the Power & Electrical Equipment Division, Rm. 4124, BDSA-325, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

New Iraqi drug firm to purchase antibiotics

General Drugs & Chemical Imports & Distribution Co., which was recently established in Iraq to handle the importation of all drugs and medicines, has submitted a list of antibiotics which it wants to purchase. (INTERNATIONAL COMMERCE, Sept. 7, p. 7, has story on establishment of this public company.)

Included in the list are such items as penicillin G, procaine penicillin, dihydrostreptomycin, chloramphenicol, tetracycline, and erythromycin in various forms. Quantities are substantial, varying from 80,000 vials to 1.8 million vials, 75,000 to 250,000 60 cc. bottles and 200,000 to 300,000 tubes of ointment.

Interested firms should send offers to: Director General, Public Company for Importation and Distribution Drugs & Chemical Materials, Third Floor, British Bank, Middle East Bldg., Bank St., Baghdad, Iraq.

A list of the antibiotics desired is available to firms located in the U.S. from the Chemicals & Allied Products Division, BDSA-301, Room 4421, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3394.

Sheet metal, stamping dies wanted for Iranian Army

The Imperial Iranian Army is interested in purchasing from civilian manufacturers camouflage-type tin-plated sheet metal and stamping dies for local production of small cans similar to the largest size used by producers of the U.S. Army individual combat rations. In addition, raw material and stamping dies are needed for production of a small can opener similar to the one issued with the U.S. Army individual combat rations.

Interested firms capable of supplying any or all of these items are requested to quote prices, c.i.f. Khorramshahr, for an estimated production of at least 400,000 units yearly. Information on approximate delivery time, any expected difficulties in manufacturing setup and operations, additional machinery needed, and full description of items for sale should be given in communications.

Write: Captain V. Kukainis, Headquarters, Armish-Maag, QM Advisory Unit, G4 Br., AAS, APO 205, New York, N.Y.

Burma seeks office supplies

The Peoples Stores Corp. (Printed Matters, Stationery & Office Equipment), 181/189 Sule Pagoda Rd., Rangoon, Burma, has issued tender No. PSO(21)64-65/2, with a bid deadline of September 30, for office supplies and stationery.

Major items required are: stencil paper, carbon paper, envelopes of various sizes and specifications, file folders, pencils, various inks, correction fluid, wire staples, sealing wax, and gum arabic. Other office supply items in lesser quantities are also required.

A copy of the tender is available on a short term loan basis to firms located in the U.S. from the Forest Products Division, BDSA-303, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO7-3003.

NATO project in Italy for 2 radar stations open to U.S. bids

The Italian Government has announced a NATO construction project calling for the erection of concrete and masonry structures for 2 radar stations and the housing and installation of standby generators. Cost for this project (No. 204) is estimated at 204 million lire (approx. $326 thousand).

U.S. firms, certified to participate in NATO International Competitive Bidding, are invited to submit their qualifications on a specially designated form by Sept. 22 to: Ministero Difesa-Aeronautica, Direzione Generale Demanio, Ufficio Study-Prima Sezione, Rome, Italy.

A copy of the form is available from BDSA's Trade Opportunities Staff (111), Department of Commerce, Washington, D.C. 20230.

Firms not already certified for NATO Infrastructure ICB and desiring to participate should send a copy of their resume, a recent annual report and one completed copy of General Services Administration's Form 129 to the Trade Opportunities Staff.

Venezuelan firm seeks chemicals, raw materials

Federico Gerlach Valenti, P.O. Box 12539 (Correo No. 2 Sabana Grande), Edificio Manaure, Piso 8, Calle San Antonio, Esquina Calle Real de Sabana Grande, Caracas, Venezuela, wishes to act as agent for U.S. manufacturers of chemicals and raw materials for pharmaceuticals; industrial oils and lubricants; cosmetics oil, raw materials for plastics; pigments; dyestuff extracts, natural; synthetic, organic dyes; paint remover powder cleaners, detergents ond other paint cleaners; soap and detergent for use in cleaning motor vehicles, and for use in automotive maintenance shops; raw material for chemical industries; insecticides and fungicides.

Replies should be marked to his attention and sent to the Department of Commerce, New York Field Office, 350 Fifth Ave., 61st floor, Empire State Bldg., New York, N. Y. 10001.

A World Trade Directory report dated August 17 is available for $1 from: Commercial Intelligence Division, BIC, Department of Commerce, Washington, D.C. 20230.

Let the embassy help

To insure the strongest possible support for the sale of U.S. goods or services relating to trade opportunities published in these pages, it is suggested that:

U.S. firms submitting bids on government tenders, or other trade opportunities, notify the U.S. Commercial Attaché in the country concerned of their intention to bid.

Names and addresses of all U.S. commercial officers may be obtained at any Department of Commerce Field Office.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

010 Commercial Farms

PHILIPPINES—Cacao beans. Gotao & Co., Inc. (importer, wholesaler, retailer, manufacturer), 55-57 Plaridel St., Cebu City. WTD 8/14/64.

201 Meat Products

GERMANY—Canned meat, all kinds; importing distributor requests replies from U.S. meat packers only with price quotations cif Rotterdam or Hamburg. Direct purchase or agency. Wilhelm Wessel junior, 34-36 Ringstrasse, 465 Gelsenkirchen. WTD 7/30/64.

202 Dairy Products

● **BURMA**—Unsweetened evaporated milk, 175,000 cases, 48 x 16 oz. tin. Sweetened condensed milk, 770,000 cases, 48 x 14 oz. tin. Butter, 7,292 cases, 48 x 1 lb. tin. Cheese, assorted, 70,000 lb., all sizes. Tender No. PA 1/FP (I.T.) 64/65, bid deadline Sept. 20. The Secretary (1), Peoples' Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-4794).

203 Canning, Preserving Foods

GERMANY—Canned fruits and vegetables, all kinds; requests replies from U.S. packers only with price quotations cif Rotterdam or Hamburg. Direct purchase and agency. Wilhelm Wessel, Jr. (importer, distributor, agent), 34-36 Ringstrasse, 465 Gelsenkirchen. WTD 7/30/64.

PHILIPPINES—Canned goods (milk & fish). Gotao & Co., Inc. (importer, wholesaler, retailer, manufacturer), 55-57 Plaridel St., Cebu City. WTD 8/14/64.

204 Grain Mill Products

PHILIPPINES—Wheat flour. Gotao & Co., Inc. (importer, wholesaler, retailer, manufacturer), 55-57 Plaridel St., Cebu City. WTD 8/14/64.

206 Sugar

PAKISTAN—Refined sugar. F. D. Dosondi (manufacturer, exporting distributor), Greenwood St., Sailkot. WTD 6/8/64.

220 Textile Mill Products

★★ **CENTRAL AMERICA—Trade Mission**

Cotton and nylon dress materials. Elena Perdomo de Bendana, Almacen y Fabrica Marilu, 6a. Ave. 10-50, Zona 1, Guatemala City, Guatemala. WTD 8/14/64. TM 66.

221 Broad Woven Fabric Mills, Cotton

● **BURMA**—Cloth, linen, 48″ wide, blue,

6,000 yd., green 5,000 yd.; nylon taffeta, water repellent (coated) 44" wide, 59,000 yd.; thread, nylon cotton, mixed L twist, No. 40/3 o.g., 10,000 yd. per cone, 250 cones. Tender No. 4-P/2504(2)/64, bid deadline Sept. 30. The Secretary, Peoples' Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5469).

FRANCE—Cotton fabrics for manufacturing women's apparel. Marcel Smyga (manufacturer), 15 Rue de Cléry, Paris 2e. WTD 7/20/64.

Cotton fabrics, all kinds. Direct purchase and agency. Ets. Gilbert Freres & Cie (agent), 37 Rue Taitbout, Paris 9e. WTD 7/28/64.

Cotton fabrics for manufacturing men's and women's apparel. Direct purchase and agency. Ets. Jore (manufacturer), 21 Rue Georges d'Amboise, Rouen (Seine Maritime). WTD 3/15/64.

GERMANY—Terry cloth bathroom sets (towels, etc.), high quality goods only; requests offers from jobbers or manufacturers with price quotations cif German ports or cif Rotterdam. Herbert Makowski (agent, distributor, importer), 19 Kronprinzenstrasse, 4 Duesseldorf. WTD 7/27/64.

222 Broad Woven Fabric Mills, Manmade Fibers, Silk

FRANCE—Nylon fabrics for manufacturing women's apparel. Marcel Smyga (manufacturer), 15 Rue de Cléry, Paris 2e. WTD 7/20/64.

Nylon, other synthetic fabrics. Direct purchase and agency. Ets. Gilbert Freres & Cie (agent), 37 Rue Taitbout, Paris 9e. WTD 7/28/64.

Nylon, other synthetic fabrics, for men's and women's apparel. Direct purchase and agency. Ets. Jore (manufacturer), 21 Rue Georges d'Amboise, Rouen (Seine Maritime). WTD 3/15/64.

223 Broad Woven Fabric Mills, Wool

FRANCE—Woolen fabrics, all kinds. Direct purchase and agency. Ets. Gilbert Freres & Cie (agent), 37 Rue Taitbout, Paris 9e. WTD 7/28/64.

Woolen fabrics for manufacturing women's apparel. Marcel Smyga (manufacturer), 15 Rue de Cléry, Paris 2e. WTD 7/20/64.

Woolen fabrics, all kinds, for men's & women's apparel. Direct purchase and agency. Ets. Jore (manufacturer), 21 Rue Georges d'Amboise, Rouen (Seine Maritime). WTD 3/15/63.

225 Knitting Mills, Products

FRANCE—Cotton and wool knitted fabrics for manufacturing women's dresses, apparel. Marcel Smyga (manufacturer), 15 Rue de Cléry, Paris 2e. WTD 7/20/64.

Knitted fabrics, all kinds. Direct purchase and agency. Ets. Gilbert Freres & Cie (agent), 37 Rue Taitbout, Paris 9e. WTD 7/28/64.

Knitted fabrics for manufacturing of women's apparel. Direct purchase and agency. Ets. Jore (manufacturer), 21 Rue Georges d'Amboise, Rouen (Seine Maritime). WTD 3/15/64.

228 Yarn, Thread Mills, Products

FRANCE—Nylon, orlon, rayon, other synthetic yarns. Direct purchase and agency. Ets. Gilbert Freres & Cie (agent), 37 Rue Taitbout, Paris 9e. WTD 7/28/64.

PAKISTAN—Art silk yarn. F. D. Dosondi (manufacturer, importing distributor), Greenwood St., Sialkot. WTD 6/8/64.

229 Textile Goods

FRANCE—Cotton and wool nonwoven fabrics. Direct purchase and agency. Ets. Jore (manufacturer), 21 Rue Georges d'Amboise Rouen (Seine Maritime). WTD 3/15/64.

Packing felt. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

Cotton and wool nonwoven fabrics, wool fiber. Direct purchase and agency. Ets Gilbert Freres & Cie (agent), 37 Rue Taitbout, Paris 9e. 7/28/64.

PAKISTAN—Hemp, linen thread for use in shoe industry; quantities depend on prices. Basco Industries Ltd. (manufacturer), P.O. Basco, G.T.Rd., Gujrat. WTD 6/5/64.

238 Apparel, Accessories

NETHERLANDS—All products used for manufacture and assembly of women's belts, such as plastic, buckles, furnishings; ready-made women's belts (low and middle priced types). Direct purchase and/or agency. Requests replies from manufacturers only. Sample orders and prices requested. Nederlandsche Mode Industrie N.V. (importer, manufacturer, exporter), Aelbrechtskade 46, Rotterdam-6. WTD 7/15/64.

249 Wood Products

FRANCE—Cork insulation. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

PAKISTAN—Rattan cane for manufacturing sports goods. F. D. Dosondi (manufacturer), Greenwood St., Sialkot. WTD 6/8/64.

Rattan cane for manufacturing sports goods. Remington Sports Ltd. (manufacturer), Sialkot, Pakistan. WTD 6/4/64.

251 Household Furniture

FRANCE—Modern, period furniture, bed-sofas. Direct purchase and agency. Sylvain Hohman (importer, dealer, agent), 58 Rue Saint-Antoine, Paris 12e. WTD 7/15/64.

259 Furniture, Fixtures

★★ CENTRAL AMERICA—Trade Mission

Furniture for dress manufacturer. Elena Perdomo de Bendana, Almacen y Fabrica Marilu, 6a. Ave. 11-50, Zona 1, Guatemala City, Guatemala. WTD 8/14/64. TM 67.

262 Paper Mills, Products

FRANCE—Drawing papers, related supplies. Direct purchase and agency. Zucor-France (importer, dealer), 5 Rue Valadon, Paris 7e. WTD 7/1/64.

264 Converted Paper, Paperboard Products

FRANCE—Packing paper, cardboard, labels. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

278 Bookbinding Industries

● **URUGUAY**—50,000 prong type binder sets, four-hole. Tender No. 69/26, bid deadline Sept. 23. Banco de la Republica O. del Uruguay, Sector Servicios, Calle Cerrito 351, Montevideo. Specifications in Spanish.★ (Telephone 202-WO 7-4115).

281 Industrial Chemicals

● **BURMA**—Ammonium chloride, in powder form, 50 m.t. Tender No. Q/9/13, bid deadline Oct. 9. The General Manager, Steel Mill, Ywama, Insein.★ (Telephone: 202-WO 7-2008).

★★ CENTRAL AMERICA—Trade Mission

Chemicals for waterproofing cotton duck. Jose Tusell, Fabrica de Tejidos Tusell (manufacturer), 20a Av. Norte 1962, San Salvador, El Salvador. WTD 12/17/63. TM 27.

GERMANY—Fillers for rubber manufacturing industry (gas, carbon black, accelerating and reinforcing fillers), other chemicals for use in the rubber industry; importing distributor requests replies from U.S. manufacturers only with price quotations cif Rotterdam, Amsterdam, Hamburg or Bremen. Direct purchase and agency. Zinkweiss-Handelsgesellschaft mbH, Postfach 622, 42 Oberhausen. WTD 7/29/64.

282 Synthetic Materials

ISRAEL—Polyurethane coating material; large pipe manufacturer seeks a supplier of 5 component heavy duty fortified polyurethane coating material consisting of metal etch; wash primer; wash primer reducer; coating reducer; white gloss, for application on electrolytic pure copper parts working under heat and humid conditions. Joint Pipe Industries, Ltd. (manufacturer), POB 62, Ramla. WTD 8/19/64.

GREECE—Polyethylene; requests replies with cif-Piraeus price quotations from manufacturers and exporters. Christos Papadopoulos-"Nylon-Rex" (manufacturer, wholesaler, importer), 6 Zinonos St., Athens. WTD 8/13/64.

MOROCCO—Polyvinyl chloride powder; 750/1,000 tons/year. Quotations Casablanca. Plastiques-Maghreb (manufacturer), 60 Rue de Rouen, Casablanca. WTD 8/13/64.

283 Drugs

★★ CENTRAL AMERICA—Trade Mission

Tranquilizers, vitamins, antibiotics. Fin Tybjerg, P.O. Box 3835, San José, Costa Rica. WTD 10/29/63. TM 62.

● **EL SALVADOR**—Proprietary drugs: ascorbic acid powder, 50 kilograms packed in metal containers of 1 kgm. each, preferably internally packed in polyethylene bags, tender No. 121 (64), bid deadline Sept. 21; 3,000 lb. acetylsalicylic acid USP, fine powder, in fiber drums of 100 lb. each, packaged internally in polyethylene bags, and 5,000 lb. powdered sodium bicarbonate, USP, in jute sacks of 100 lb. each, packaged internally in strong paper, tender No. 123 (64), bid deadline Sept. 22; hydrogen peroxide, 1,100 bottles of 1 lb. each, packed in 12 cartons; chemically pure ammonia water, 1,000 lb., packed in glass demijohns of 50 lb. each, tender No. 124 (64), bid deadline Sept. 23. Proveeduria General de la Republica, Ave. Espana No. 613, San Salvador. Specifications in Spanish only; correspondence preferred in Spanish.★ (Telephone: 202-WO 7-3394).

● **INDIA**—Streptomycin sulfate, sterile bulk, USP, 42,500 kilograms; dihydrostreptomycin sulfate, sterile bulk, USP, 16,500 kilograms. Tender No. Pur/44/SS Salts, bid deadline 1 p.m. IST Sept. 23. Managing Director, Hindustan Antibiotics Ltd., Pimpri, Poona 18.★ (Telephone: 202-WO 7-3394).

● **IRAQ**—Veterinary drugs for treatment of Distomatosis or Fasciola hepatica (liver flukes) sufficient for 1 million heads of adult Iraqi sheep (weighing about 65 lb. each) and 50,000 Iraqi cattle (weighing about 550 lb. each). Director General, Public Company for Importation & Distribution, Drugs & Chemical Materials, Third Floor, British Bank, Middle

East Bldg., Bank St., Baghdad. Please indicate clearly that bid is covering tender No. 40/64, bid deadline Oct. 4, issued by the Central Foreign Purchasing Board, Ministry of Finance, Baghdad. Documents available for purchase from above agency upon payment of $1.40 (IDO .500) per copy, plus 70 cents airmail charges.★ (Telephone: 202-WO 7-3394).

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FRANCE—Paint removers and other cleaning solvents. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

285 Paints, Varnishes, Lacquers, Enamels

GERMANY—Raw materials for lacquer and varnish industry such as solvents, pigments, fillers, artificial resin and auxiliaries; importing distributor requests replies from U.S. manufacturers only with price quotations cif Rotterdam, Amsterdam, Hamburg or Bremen. Direct purchase and agency. Zinkweiss-Handelsgesellschaft mbH, Postfach 622, 42 Oberhausen. WTD 7/29/64.

287 Agricultural Chemicals

● **IRAN**—Triple superphosphate (46-48% P_2O_5), 4,700 m. tons. Bid deadline Oct. 24. The Iranian Sugar Factories Corp., Corner of Sepah & Estakhr Ave., Tehran. Specifications in French.★ (Telephone: 202-WO 7-2008).

289 Chemical Products

FRANCE—Fluid products for marking and identification. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

PAKISTAN—Pigments, dry colors, for dyeing canvas which is to be made into ladies' and children's beach shoes. Basco Industries Ltd. (manufacturer), P.O. Basco, G.T. Rd., Gujrat. WTD 6/5/64.

306 Fabricated Rubber Products

FRANCE—Pressure sensitive rubber tape; rubber hoses for fuel, air, water, chemicals; industrial rubber gloves. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

307 Plastic Products

FRANCE—Plastic hoses for fuel, air, water, chemicals, other products. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

322 Glass, Glassware

FRANCE—Glass insulation. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

324 Cement, Hydraulic

PAKISTAN—Natural and portland cement, masonry; direct purchase and agency. S. Mohammad Ilyas & Sons Ltd. (agent, importing distributor), The Mall, Lahore. WTD 6/10/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

326 Pottery

★★ CENTRAL AMERICA—Trade Mission

Housewares, household novelties. Solorzano, Villa, Pereira Comercial S.A. (retailer), Pedro Pereira, Aptdo. 418, Managua, Nicaragua. WTD 7/18/63. TM 39-42.

SOUTH AFRICA—Vitreous china plumbing fixtures, china and earthenware fittings, bathroom accessories. George Findlay & Co. Ltd. (importing distributor), 20 Commercial St., Cape Town. WTD 8/18/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

FRANCE—Packing asbestos. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

Asbestos insulation, mineral wool, vermiculite. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

331 Steel Mill Products

● **CEYLON**—350 long tons pig iron. Railway Stores Specification No. 32, bid deadline Nov. 25. Chairman, Tender Board, Ministry of Communications, The Secretariat, Colombo. Copies of tender schedule available on written application from Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C.★ (Telephone 202 WO-7-4685).

● **GREECE**—Steel rails, ties and turnouts as follows: Tender No. B/548/64, bid deadline Oct. 12. 30 standard gage turnouts from S33 rails (French standard). Tender No. B/550/64, bid deadline Oct. 15. 2800 metric tons of rails, French standard S33 standard gage, weight 46.303 kgs. per meter. Tender No. B/551/64, bid deadline Oct. 16. 2400 metric tons of single steel ties for standard gage track type S33, weight 75.047 kgs. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone 202 WO-7-2363).

● **INDIA**—Carbon steel billets, Indian Railway Standard Specification No. M37-64, for re-rolling into joint bars, 1,500 metric tons, 90 mm or 3½" square, lengths 15' to 16'. Tender No. TRACK-12 of 1964, bid deadline Oct. 3, Global. Joint Director (TRACK), Ministry of Railways (Railway Board), Rail Bhavan, Raisina Rd., New Delhi. Tender documents are available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008 for $2.00 each set (not refundable).

● **SUDAN**—600 metric tons hard foundry coke. Approx. analysis: ash 9% volatile 1% fixed carbon 90%; sulphur 85%, ash fusion (in reducting atmosphere) 1460% C., calorific value 12,740 B.T.U.'s., moisture 2%, hatter test not less than 92" over 1½", screened over 3½" mesh. Contract No. 3076, bid deadline Oct. 26, with 2% deposit. Tender forms available upon payment of about $1.68 (12 shillings) Office of Controller of Stores, Atbara or Sudan Government Purchasing Agent, 305 Cleveland Row, St. James', London, S.W.1.★ (Telephone 202 WO-7-4685).

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **ETHIOPIA**—Supply of underground paper insulated cable: armoured (96,819 yd.) and unarmoured (37,286 yd.). Bid deadline Sept. 22. Imperial Board of Telecommunications, P.O. Box 1047, Addis Ababa.★ (Telephone: 202-WO 7-2162).

● **GREECE**—Supply and installation of 22 KV 3-pole submarine cable and accessories (3,282 yd.). Tender No. PAP/1317/bis, bid deadline Oct. 7. Public Power Corp. (DEH), Athens Piraeus Division, 4 Korai St., Athens.★ (Telephone: 202-WO 7-2162).

● Supply of 15 KV underground armored cable (43,869 yd.), 1 KV underground armored cable (26,256 yd.), concentric cable (3,210,-892 yd.), and single-core L.V.-insulated copper cable (49,230 yd.); total estimated value is $1,530,000. Tender No. DMKD-395/397/398, bid deadline Oct. 12. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens.★ (Telephone: 202-WO 7-2162).

● **INDIA**—Supply of 12,256 lb. of phosphorous bronze rods, various diameters, 18" length. Tender No. 726/Beas/PR/53898/W-474, bid deadline Nov. 5. Shri T. K. Kalia, Chief Purchase Officer, Beas Purchase Organization, Talwara Township.★ (Telephone: 202-WO 7-2162).

336 Nonferrous Foundries

★★ CENTRAL AMERICA—Trade Mission

Kitchen utensils and housewares. Solorzano, Villa, Pereira Comercial S.A. (retailer), Pedro Pereira, Aptdo. 418, Managua, Nicaragua. WTD 7/18/63. TM 39-42.

342 Cutlery, Hand Tools, General Hardware

★★ CENTRAL AMERICA—Trade Mission

Masonry tools. Louis Leonowens, President, Compania Guatemalteca de Maquinaria, S.A. (COGUMA) (distributor), Kilometro 8½, Ave. Amatitlan, Guatemala City, Guatemala. WTD 4/29/64. TM 3.

FRANCE—Torquing wrenches, other hand tools. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

● **IRAN**—Chains and hooks for sugar mills. Bid deadline Oct. 20. The Iranian Sugar Factories Corp., Corner of Sepah & Estakhr Ave., Tehran.★ (Telephone: 202-WO 7-5589).

SOUTH AFRICA—Carpenters' hand tools, small power tools; hobby tools; builders' hardware; requests replies from manufacturers only. George Findlay & Co. Ltd. (importing distributor), 20 Commercial St., Cape Town. WTD 8/13/64.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Bathroom fixtures made of combined metal and plastics; importing distributor requests replies from U.S. manufacturers only with price quotations cif Rotterdam or Hamburg. Paul Keune & Co. KG, Postfach 307, 587 Hemer/Westf. WTD 7/31/64.

MALTA—Contractors for plumbing work desire to receive offers from U.S. manufacturers in respect to materials and equipment for use in plumbing contracting work. Mamo Brothers (1939) Ltd. (importer, wholesaler, retailer, manufacturer), Super Service Station, MSIDA. WTD 8/19/64.

344 Fabricated Structural Metal Products

★★ CENTRAL AMERICA—Trade Mission

Steam boiler, 200 h.p., wood fired; lumber firm wishes medium-term credit. Raul Calderon, Manager, Industria de Madera "Las Quebradas", 13 Calle 3-35, Zona 1, Guatemala City, Guatemala. WTD 1/17/64. TM 8.

● **UAR**—Supply and construction of one nuclear power station near Alexandria, Egypt. Guaranteed net electrical output of the nuclear power station shall be 150 MW, plus or minus

20%. Tenderer may offer a reactor of the following types: (a) heavy water moderated and heavy water cooled, (b) graphite moderated and carbon dioxide cooled, (c) light water moderated and light water cooled. Stations using oil or other fossil-fired superheaters will be considered as an alternative to the main offer. The reactor shall use natural or slightly enriched uranium fuel. Serial No. 6, bid deadline March 1, 1965. United Arab Atomic Energy Establishment, Nuclear Power Division, 3, Mahmoud Talaat St., Nasr City, Cairo. One copy of specifications available for review only in the Power and Electrical Equipment Division, Rm. 4124, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

346 Metal Stampings

★★ CENTRAL AMERICA—Trade Mission

Kitchen utensils and housewares. Solorzano, Villa, Pereira Comercial S.A. (retailer), Pedro Pereira, Aptdo. 418, Managua, Nicaragua. WTD 7/18/63. TM 39-42.

349 Fabricated Metal Products

AUSTRALIA—Hydraulic control valves; solenoid actuated pneumatic valves. Austin Engineering Unit 37, Hedley Ave., Hendra, Brisbane, Queensland. WTD 7/27/64.

FRANCE—Aluminum insulation. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

SWITZERLAND—Aluminum foils 8/1000-9/1000 mm. in thickness, coated for printing, white half-mat or glossy finish, laminated to grease-proof paper of approx. 35/44 grams per square meter (including wax), in rolls approx. one meter wide. Haeusler, Frey & Cie AG, Papierwarenfabrik, Lenzburg. WTD 7/30/64.

351 Engines, Turbines

COLOMBIA—Hydraulic turbines, governors, turbine inlet valves; direct purchase and agency. Almacen Electrico Juan J. Angel & Cia. (importer, agent, wholesaler, retailer), Aptdo. Aéreo 679 Medellin. WTD 6/6/63.

MALAYSIA—Petrol and diesel engines. Requests replies from suppliers/manufacturers with price quotations cif Singapore. Prices must be competitive. Beng Yew & Co. Ltd. (importer, wholesaler, retailer, exporter), 139/141 Selegie Rd., Singapore 7. WTD 8/7/64. Attn: Mr. Ong Yew Kee.

352 Farm Machinery

★★ CENTRAL AMERICA—Trade Mission

Agricultural machinery, equipment and supplies for sales department of Honduran Government's Development Bank. Virgilio & Ino, Banco Nacional de Fomento, Camayaguela, Honduras. WTD 2/11/64. TM 29.

● **GREECE**—Bee-comb (honeycomb) foundations, single-ply, made of filtered and boiled pure bees-wax, 1,300,000 sheets, total net weight 78,000 kgs; dimensions of sheets: 203 x 425 mm; weight per sheet: 60 gr minimum. Tender No. 1850, bid deadline Oct. 9. Agricultural Bank of Greece, Supplies Service-Supplies Section, 12-14 Karageorgi Servias St., Athens.★ (Telephone: 202-WO 7-4319).

● **NEW ZEALAND**—1 set corn planters, one 7 foot grain drill, 1 set transplanters, 1 set commercial single row fertilizer applicators, 1 set precision single seed drills, 1 set granule applicators. Tender No. SMQ 3532 GSB 18759-64, bid deadline Sept. 21. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington.★ (Telephone: 202-WO 7-4319).

353 Construction Machinery

★★ CENTRAL AMERICA—Trade Mission

Mining equipment: large diamond blade saw, crushers, vibrating press machine, grinders, polishers. Marmoles de Centroamerica (manufacturer), Km. 5, Blvd. del Ejercito, San Salvador, El Salvador. WTD 7/27/63. TM 28.

Crawler type tractors, 3, D-6 caterpillar or equivalent with winch and angle dozer; lumber firm wishes medium-term credit. Raul Calderon, Manager, Industria de Madera "Las Quebradas", 13 Calle 3-35, Zona 1, Guatemala City, Guatemala. WTD 1/17/64. TM 5.

Compressors, jack hammers, miscellaneous drilling equipment, asphalt plants. H. J. Kroner, Manager, Cimex (importer, distributor), 5a. Ave. 12-49, Zona 1, Guatemala City, Guatemala. WTD 5/6/64. TM 18.

FRANCE—Portable hoists. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

● **INDIA**—To reset and manufacture bevel walled core diamond bits, as follows: 250 NX core bits, 21 carats; 100 BX core bits, 14 carats; 350 AX core bits, 10.5 carats, tender No. 723/BEAS/PR/52809/D/152, bid deadline Oct. 13 (Ref. D/Enq./1218); thin walled core bits of following sizes: 50 66 mm x 52 mm (AX) with diamond, 18 carats; 40 76 mm x 62 mm (BX) (AX) with diamond, 20 carats; 50 86 mm x 72 mm (NX) (AX) with diamond, 22 carats, tender No. 727/Beas/PR/52656/D-74, bid deadline Oct. 7 (Ref. D/Enq./1220); 50 double tube reaming shell of size 7¾" x 6"; 12 double core barrel large design Swinal type; 30 bevel walled diamond core of size 7¾" x 6"; 15 core lifter-spring type to be used in conjunction with above, tender No. 730/BEAS/PR/52818/D-153, bid deadline Oct. 6 (Ref. D/Enq./1221); diamond coring bits and reaming shells of various sizes, tender No. 733/Beas/PR/52600/D, bid deadline Oct. 13 (Ref. D/Enq./1223); 1000 single tube reamer shell AX size with 4.5-6 carat diamond, tender No. 743/Beas/PR/52662/D-71, bid deadline Oct. 13 (Ref. D/Enq./1227); 200 NX single core barrels 5' long, tender No. 744/Beas/PR/5280/D-15, bid deadline Oct. 17 (Ref. D/Enq./1228); 495 AX bevel wall diamond bits, diamond bits with L. lard matrix, tender No. 748/Beas/PR/52719/D-119, bid deadline Oct. 16 (Ref. D/Enq./1230); castings with flush coupled couplings and drill rods with coupling, bid deadline Oct. 8, tender No. 749/Beas/PR/52583/52591/D (Ref. D/Enq./1231); casing pipe flushed with couplings of 10 ft. long of various sizes, tender No. 751/Beas/PR/52461/D-60, bid deadline Oct. 23 (Ref. D/Enq./1233); E.W. drill rods: 500 10-ft. length, 800 5-ft. length, tender No. 760/Beas/PR/52654/D-72, bid deadline Oct. 30 (Ref. D/Enq./1235). For use by Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Dist. Hoshiarpur. Tender documents available from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008. Each document should be requested by indicated reference number.

● **IRAQ**—4 water well drilling rigs, tools and auxilliary equipment. Tender No. 2, bid deadline Oct. 20. Directorate General of Rural Affairs, Ministry of Municipal & Rural Affairs, Baghdad. Conditions and specifications available from foregoing on payment of approx. $28 (ID.10) per copy, plus airmail charges.★ (Telephone: 202-WO 7-4319).

MALAYSIA—Tractor replacement parts; requests replies from suppliers with price quotations cif Singapore. Prices must be competitive. Beng Yew & Co., Ltd. (importer, wholesaler, retailer, exporter), 139/141 Selegie Rd. Singapore 7. WTD 8/7/64. Attn: Mr. Ong Yew Kee.

MOROCCO—Shovels, crawler and/or truck mounted and conveyors. Quotations Casablanca, direct purchase and agency. Socetec (Survey firm), 60 Ave. Hassan Seghir, Casablanca. WTD 11/20/63.

NORWAY—Fork trucks for warehouses and docks, powered by LPG or diesel engines. Powered road graders. Osmond Motor A/S (importing wholesaler), Postboks 7126, Oslo 3. WTD 4/7/64.

354 Metalworking Machinery

★★ CENTRAL AMERICA—Trade Mission

60 ton punch press, preferably factory rebuilt with a new machine guarantee; or new punch press if medium terms available; roller capable of straightening rolled steel stock 16 gauge, 4"-6" width. Camilo Belisario Porras, Porras y Cia., S.A., P.O. Box 713, Panama City, Panama. WTD 4/19/63. TM 76.

ENGLAND—Machinery, small tools, particularly liquid filters and mixing equipment, direct purchase and agency. Autoform Ltd. (manufacturer), 44 Bradford St., Birmingham 5. WTD 7/16/64.

Metal removing machine tools. Laystall Machine Tool Sales Ltd., Dixon St., Wolverhampton, Staffordshire. WTD 8/19/64.

FRANCE—Portable welding torches. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

GERMANY—High quality hand tools used in automotive industry; replies from manufacturers only; fob U.S. port. Belzer-Werk (wholesaler, manufacturer, importer, exporter), 4-8 Hastener Strasse, 56 Wuppertal-Cronenberg. WTD 4/2/64.

● **INDIA**—Cold circular metal sawing machine with hydraulic feed; capacity up to 8" rounds, 7½" squares, 16" x 5" rectangles; cutting speed ranges approx. 30-70 feet per minute; 4 speeds; 400/440 v., 3 phase, 50 cycles a.c.; range of feeds 0-12" per minute. Tender No. M9/13461/64/E, bid deadline Sept. 25. Deputy Chief Accounts Officer (Engineering), Madras Port Trust Office, Madras 1. Tender documents may be purchased from Madras Port Trust for $2.10.

NETHERLANDS—Complete line of garage equipment and tools, automotive maintenance equipment etc., excluding pneumatic tools and compressors. Trade Opportunities Staff, BDSA-111, Box ROTT-6, Rm. 4203, Department of Commerce, Washington, D.C. 20230.

355 Special Industry Machinery

★★ CENTRAL AMERICA—Trade Mission

New or rebuilt used sawmill machinery: 1 6' band mill; 1 20' carriage, semi-automatic; 1 saw filling equipment; filling bands; one 100 hp., 220 v., 3-phase, 60 cycle electric motor; requests replies in Spanish. Nestor Mata, Aserradero San Jose-Mata & Mata Ltda. (sawmill), P.O. Box 291, Cartago, Costa Rica. WTD 8/7/64. TM 60.

Machinery and equipment for manufacturing hemp-jute cloth for bags; requests replies in Spanish. Fernandez & Aguilar Ltda. (manufacturer), P.O. Box 1517, San Jose, Costa Rica. WTD 6/16/64. TM 61.

Machinery for waterproofing cotton duck. Jose Tusell, Fabrica de Tejidos Tusell (manufacturer), 20a. Ave. Norte 1962, San Salvador, El Salvador. WTD 12/17/63. TM 26.

Masonry saws. Louis Leonowens, President,

Compania Guatemalteca de Maquinaria, S.A. (COGUMA) (distributor), Kilometro 8½, Ave. Amatitlan, Guatemala City, Guatemala. WTD 4/29/64. TM 4.

Veneer slicer, 2; veneer jointer, 1; high-speed plywood sander, 2; coe veneer dryers, 3 sections; manufacturer wishes medium-term credit. Raul Calderon, Manager, Industria de Madera "Las Quebradas", 13 Calle 3-35, Zona 1, Guatemala City, Guatemala. WTD 1/17/64. TM 7.

Machinery to waterproof tarpaulins, make brake linings, mould battery cases. Rolando Castro, Manager, Frederico Castro Pons (importer, distributor), 4a. Ave. 15-61, Zona 1, Guatemala City, Guatemala. WTD 8/9/63. TM 17.

Machinery for preparation of pharmaceutical, tableting, machines, granulators, filling machinery, for liquid and powder; requests replies in Spanish. Drogueria Hasther, S. de R.L. (manufacturer), Aptdo. Postal 473, Tegucigalpa, Honduras. WTD 9/28/63. TM 31.

Printing trades machinery and equipment: photo composing machine, photo type setter, vulcanizing machine for manufacture of rubber stamps, trimsaw for cutting type metal, engraving machine, ruling machine; desires medium term credit. Imprenta San Enrique, Enrique Gurdian, Aptdo. 676, Managua, Nicaragua. WTD 9/30/63. TM 38.

Printing trade machinery on medium term credit: large cut and die machine; vertical press; equipment for 4 corner gluing; medium size press, color and opposite; material collecting machine for book publishing; stamping machines for book covers; equipment for silk screen printing, regular and glass. Alejandro A. Duque, Jr., Star & Herald, P.O. Box 159, Panama City, Panama. WTD 12/2/63. TM 75.

● **IRAQ**—Supply and installation of one unit offset printing press, suitable for reproduction of color prints, paper size approx. 450 to 600 mm. maximum and 100 to 150 mm. minimum; also suitable camera for photo-printing; electronic stencil cutting machine; duplicating machine. Tender No. 118/64, bid deadline Nov. 12. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-5589).

NEPAL—Complete brewery plant with capacity of 5,000 to 8,000 gallons of lager beer per 8-hr. shift. Tanning machinery—complete plant, to process 30,000 sheets of hides per year. Raw materials sawdust, wood chips, Rice, husks. Complete chipboard plant with capacity of 1,000 sheets of 4' x 8' and 1" thick per 8-hr shift. Complete jute twine and rope plant with 5-ton capacity per 8 hrs. Complete pulp and writing paper plant with 5-ton, 20-ton, or 40-ton capacity per 24 hrs. To use bamboo, sabai grass, wheat/rice straw and/or sugarcane bagasse. Quotations and catalogues cif Calcutta desired. Nepal Industrial Development Corp., Juddha Rd., Kathmandu. WTD 11/12/63.

SWEDEN—Machinery for making sintered steel nuts. Mr. E. von Hofsten, Purchasing Dept., Bultfabriks Aktiebolaget (manufacturer, exporter), Hallstahammar. WTD 2/13/64.

TRINIDAD, W.I.—Box-making machinery, lithographing machinery and equipment; requests replies from manufacturers only. British-American Printers & Box Manufacturers Ltd., 42 Frederick St., Port of Spain. WTD 12/10/63.

TURKEY—Complete machinery and equipment for manufacture of fountain pens. Scrikss Maden ve Plastik Sanayii A.S. (manufacturer), Guzel Han No. 12, Sirkeci, Istanbul. WTD 3/24/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

356 General Industrial Machinery

AUSTRALIA—Air motors used in small tools; small pneumatic pump units. Austin Engineering, Unit 37, Hendley St., Hendra, Brisbane, Queensland. WTD 7/27/64.

★★ CENTRAL AMERICA—Trade Mission

Sawdust blower to automatically fire 60 hp., 100 P.S.I. boiler, to replace cordwood firing. Ubdystrua Resubera (manufacturer), P.O. Box 143, Tegucigalpa, Honduras. WTD 6/26/64. TM 32.

MOROCCO—Road and highway line stripers, hand and self-propelled. Quotations Casablanca; direct purchase and agency. Societe Marocaine des Anciens Ets. Fader (S.M.E.F.) (importer), 60-62 Blvd. de la Gironde, Casablanca. WTD 8/11/64.

357 Office, Computing, Accounting Machines

AUSTRALIA—Analogue digital converter for work with a computer. Requests details from manufacturers about voltage, speed of sampling and output. Physics Dept., University of Queensland, St. Lucia, Brisbane, Queensland. Attn: Mr. Clare, Purchase Officer.

ISRAEL—Personal scales for household use; requests prompt offers from manufacturers including literature and price lists. Direct purchase and exclusive agency. Edward A. Dwek (importer, distributor, agent), 15 Tchernikovski St., P.O. Box 604, Tel Aviv. WTD 4/10/64.

358 Service Industry Machines

FRANCE—Industrial steam cleaning equipment, portable. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

● **IRAQ**—Room air conditioners, 95, for dredgers. Capacity 5,500 b.t.u./hour, 220 v., 50 cycle single phase. Tender No. 106/64, bid deadline, Sept. 24. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-5589).

IVORY COAST—10 coffee vending machines. Information is required as to the possibility of fitting these machines for various local coins. Clement Anet-Bile, Comite Nationale de Propagande pour la Consommation du Cafe de la Cote d'Ivoire, B.P. 1835, Abidjan.

NEPAL—Complete plant with storage capacity of 300 tons of fruits and vegetables and 100 tons of meat to operate at an altitude of 4,000 to 5,000 ft. at average temperature of 70°F with 60% humidity. Power 440 volts, 50 cycle. Quotations and catalogues cif Calcutta desired. Nepal Industrial Development Corp., Juddha Sadak, Kathmandu. WTD 11/12/63.

359 Machinery

FRANCE—Metal hoses for fuel, air, water, chemicals, other products. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

360 Electrical Machinery, Equipment, Supplies

MALTA—Contractors for electrical work desire to receive offers from U.S. manufacturers in respect to materials and equipment for use in electrical contracting work. Mamo Brothers (1939) Ltd. (importer, wholesaler, retailer, manufacturer), Super Service Station, Msida. WTD 8/19/64.

361 Electric Transmission, Distribution Equipment

ALGERIA—Automotive testing equipment; requests replies in French. Direction Centrale du Materiel (Ministere de la Defense Nationale), 71 Rue Belouizdad, Algiers.

● **GREECE**—Supply of miscellaneous switchgear and switchboard apparatus including 15 kv fuse cutouts and circuit breakers; sectionalizers; 22 kv, 600 amp. outdoor type, disconnecting switches; and 22 kv circuit breakers. Tender No. DMKD-390/391/393/PAP-1689/1691/1792/1805, bid deadline Oct. 12. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens.★ (Telephone: 202-WO 7-4242).

● **THAILAND**—Supply of 23 units of measuring and recording instruments. Bid deadline Sept. 21. Office of the Sugar Industrial Aid Fund, Luang Road, Bangkok.★ (Telephone: 202-WO 7-2939).

362 Electrical Industrial Apparatus

★★ CENTRAL AMERICA—Trade Mission

Generators, large industrial and small sets. H. J. Kroner, Manager, Cimex (importer, distributor), 5a. Ave. 12-49, Zona 1, Guatemala City, Guatemala. WTD 5/6/64. TM 19.

● **GREECE**—Supply of miscellaneous relays including overcurrent protective relays, time relays, differential protection relays. Tender No. DEPM-3084/3086/3087/3088/3117/PAP-1747/1808, bid deadline Oct. 12. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens.★ (Telephone: 202-WO 7-4242).

● **INDIA**—Supply of two 200 h.p., 970 r.p.m., shipring induction motors. Tender No. 731/Beas/PR/51318/E-483, bid deadline Oct. 7. Chief Purchase Officer, Beas Purchase Organization P.O., Talwara Township, Dist. Hoshiarpur. Tender documents with brief tender specifications available from: India Supply Mission (Ref. D/ENQ/1222), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● One seam welding machine for continuous welding of grid-structures used in vacuum tubes and electronic devices. Tender No. AEE/P/CAP/9435, bid deadline Sept. 28. Atomic Energy Establishment Trombay (Purchase Division), Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5652).

● **KOREA**— One each of the following diesel generators, 50 kva, 35 kva, 25 kva, 15 kva, 10 kva and 5 kva. Also 2 oil storage tanks, one 200 litre, one 1,000 litre capacity. Auxiliary equipment such as voltage regulator, control panels, batteries. Reference No. EQ/KOR/SF/4558/64/CT, bid deadline Sept. 30. V. R. Sundaram, Chief, Department of Technical Cooperation, International Telecommunication Union, Place des Nations, Geneva, Switzerland. One copy of specifications available for review only in the Power and Electrical Equipment Division, Rm. 4124, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

SOUTH WEST AFRICA—All kinds of replacement parts for reconditioning of motors. Direct purchase and agency. P.W. Pampe (Pty.) Ltd. (motor reconditioning engineer), P.O. Box 1904, Windhoek. WTD 8/17/64.

363 Household Appliances

★★ CENTRAL AMERICA—Trade Mission

Sewing machines for dress manufacturer. Elena Perdomo de Bendana, Almacen y Fabrica Marilu, 6a. Ave. 11-50, Zona 1, Guatemala City, Guatemala. WTD 8/14/64. TM 67.

Small electric appliances. Solorzano, Villa, Pereira Comercial S.A. (retailer), Pedro Pereira, Aptdo. 418, Managua, Nicaragua. WTD 7/18/63. TM 39-42.

ISRAEL—Electrical household floor maintenance appliances, particularly lightweight models that wash and dry wet floors single operation. Electric current 220 v., 50 cycles, AC; requests prompt offers from manufacturers including literature and price lists. Direct purchase and exclusive agency. Edward A. Dwek (importer, distributor, agent), 15 Tchernikovski St., P.O. Box 604, Tel Aviv. WTD 4/10/64.

364 Electric Lighting, Wiring Equipment

● **ECUADOR**—Supply of 500 street lighting fixtures for 250 watt mercury vapor lamps, 520 capacitors, 520 ballasts and 550 lamps; also 500 street lighting fixtures for 125 watt mercury vapor lamps, 520 capacitors, 520 ballasts and 550 lamps. Bid deadline Sept. 28. Secretaria, Empresa Electrica "Quito" S.A., Calle Garcia Moreno, Quito. All correspondence preferred in Spanish. Copy of specifications is available in Spanish.★ (Telephone: 202-WO 7-4242).

● **IRAQ**—Supply of high and low tension pin insulators. Tender No. 38, bid deadline Nov. 17. Terms and specifications may be obtained from: Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad, upon payment of $11.20 per copy.

Supply of street light brackets without reflectors and double cone reflectors. Tender No. 30, bid deadline Sept. 29. Tender documents and specifications may be obtained upon payment of $5.60 per copy from: Directorate General of Municipal Affairs, Ministry of Municipal & Rural Affairs, Baghdad.

● Supply of bracket channels suitable for round poles. Tender No. 29, bid deadline Sept. 22. Terms and specifications are available upon payment of $2.80 per copy from: Directorate General of Municipal Affairs, Ministry of Municipal & Rural Affairs, Baghdad.

366 Communication Equipment

FRANCE—Fire detection units. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

● **GREECE**—Supply of one 500-line private branch dial telephone exchange; one 1000-line private branch dial telephone exchange; associated equipment for completion of Germanmade telephone exchange facility. Tender No. 6351, bid deadline Oct. 16, Hellenic Telecommunications Organization, Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

367 Electronic Components, Accessories

JAPAN—Television adapters with coin operated system for "Pay TV". Tokyo Electron Laboratories, Inc. (K.K. Tokyo Electron Kenkyusho), TBS Bldg., 36 Akasaka Hitotsugicho, Minato-ku, Tokyo. WTD 6/4/64.

SOUTH AFRICA—Electrolytic condensers in the 100,000 micro farad at 200 v. to 1 farad at 1000 v. range, or smaller condensers to be banked, large sizes preferred; requests urgent reply stating sizes and voltages applicable. Da Gama Visbedryf (Edms.) Bpk. (processor of fish meal and fish oil), Harbour Rd., Hout Bay, Cape Province. WTD 8/18/64.

369 Electrical Machinery, Equipment, Supplies

FRANCE—Radiology and industrial control apparatuses. Ets. R. Bernas (importer, wholesaler), 52 Rue de Dunkerque, Paris 9e. WTD 7/15/64.

JAPAN—Automatic color sorting machines for selecting and sorting ceramic tiles. Tokyo Electron Laboratories, Inc. (K.K. Tokyo Electron Kenkyusho), TBS Bldg., 36 Akasaka Hitotsugi-cho, Minato-ku. WTD 6/4/64.

371 Motor Vehicles, Motor Vehicle Equipment

★★ CENTRAL AMERICA—Trade Mission

Heavy duty log trucks and trailers, diesel, 2, capable of carrying 50,000 lb. loads (4-5M ft. of logs); lumber firm wishes medium-term credit. Raul Calderon, Manager, Industrias de Madera "as Quebradas", 13 Calle 3-35, Zona 1, Guatemala City, Guatemala. WTD 1/17/64. TM 6.

FRANCE—Automobile accessories for cars to be driven by invalid persons. S.E.M.A.-Societe d'Exploitation de Mechanique Automobile (manufacturer, repairer), 39 Rue de la Belle-Feuille, Boulogne s/Seine (Seine). WTD 8/12/64.

MALAYSIA—Automobile replacement parts; requests replies from suppliers with price quotations cif Singapore. Prices must be competitive. Beng Yew & Co., Ltd. (importer, wholesaler, retailer, exporter), 139/141 Selegie Rd., Singapore 7. WTD 8/7/64. Attn: Mr. Ong Yew Kee.

SAUDI ARABIA—Automotive spare parts, for standard U.S. cars; automobile ball bearings, accessories, tools; requests quotations cif Jidda. 'Abd Allah Muhammad Bafil al-'Amudi (importer, wholesaler, retailer), P.O. Box 408, King Saud St., Riyadh. WTD 8/12/64.

TURKEY—Automotive spare parts. Bekercan Ltd., Sti. (importer, agent), Cumhuriyet Cad. 51, Taksim, Istanbul.

381 Engineering, Laboratory, Scientific, Research, Instruments

FRANCE—Drawing instruments: compasses, set-squares, slide-rules. Direct purchase and agency. Zucor-France (importer, dealer), 5 Rue Valadon, Paris 7e. WTD 7/1/64.

NETHERLANDS—Tracking drafting machines, polyester drafting films; requests replies from manufacturers only, direct purchase and agency. Fa. P.M.M. van de Kamp & Zonen, C.V., 36 Wegastraat, The Hague. WTD 8/24/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

● **INDIA**—Supply of compression testing machines and transverse test tools. Tender No. SWP-5/1273/P/III, bid deadline Oct. 23. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Copies of tender terms and specifications are available from: India Supply Mission (Ref. D/Enq./1238), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

385 Ophthalmic Goods

FRANCE—Safety goggles. Direct purchase and agency. The Babb Co. (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 7/15/64.

395 Pens, Pencils, Office, Artists' Materials

FRANCE—Artists' drawing tables. Direct purchase and agency. Zucor-France (importer, dealer), 5 Rue Valadon, Paris 7e. WTD 7/1/64.

396 Costume Jewelry, Costume Novelties, Buttons, Notions

★★ CENTRAL AMERICA—Trade Mission

Sewing room supplies for dress manufacturer. Elena Perdomo de Bendana, Almacen y Fabrica Marilu, 6a. Ave. 11-50, Zona 1, Guatemala City, Guatemala. WTD 8/14/64. TM 67.

SOUTH AFRICA—Fancyware, novelties, giftlines. M. Lipman & Co. (Pty.), Ltd. (importing distributor), 50 Hout St., Cape Town. WTD 8/17/64.

399 Manufacturing Industries

AUSTRALIA—Wall calendars, other advertising novelties for promotion of advertising. Attn: Mr. L. Williams, Toy and Novelty Pty., Ltd. (importer, wholesaler), 67 Ipswich Rd., Woolloongabba, Brisbane, Queensland. WTD 8/14/64.

★★ CENTRAL AMERICA—Trade Mission

Toys, housewares, gift items, ladies' underwear, electric appliances, notions; requests replies from manufacturers only. Carloz Paiz Ayala, President, Almacenes Paiz, S.A. (retailer, wholesaler), 9a. Calle 8-54, Zona 1, Guatemala City, Guatemala. WTD 2/12/64. TM 1.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousac-Sogn Building. Phone: BR 2-9811.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 9028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 644-2851.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat Products

★★ CENTRAL AMERICA—Trade Mission

Meat meal 50% protein, 100 tons monthly. Luis Caceres, Manager, Agencias Unidas de Guatemala (sales agent), 5a. Ave. 12-42, Zona 1, Guatemala City, Guatemala. WTD 9/12/63. TM 14.

203 Canning, Preserving Foods

FRANCE—Frozen fish, shell fish. Georges Moreau (agent), 55 Bld. de Sebastopol, Paris 1er. WTD 11/19/63.

204 Grain Mill Products

★★ CENTRAL AMERICA—Trade Mission

Alfalfa 17% protein, 30 tons monthly; fish meal 50% protein, 20 tons monthly. Luis Caceres, Manager, Agencias Unidas de Guatemala (sales agent), 5a. Ave. 12-42, Zona 1, Guatemala City, Guatemala. WTD 9/12/63. TM 15.

206 Sugar

★★ CENTRAL AMERICA—Trade Mission

Glucose 45° grade Baume, in closed head drums, 300 drums monthly. Luis Caceres, Manager, Agencias Unidas de Guatemala (sales agent), 5a. Ave. 12-42, Zona 1, Guatemala City, Guatemala. WTD 9/12/63. TM 12.

207 Confectionery

SOUTH AFRICA—Chocolates: ½, 1 and 2 lb. packs in attractive fancy boxes; seeks exclusive agency from manufacturers only or their sole export houses, definitely not interested in direct purchases; cif Cape Town prices including agent's commission requested. Mill Agents (S.A.) (Pty.) Ltd. (indent sales agent), P.O. Box 3161, Cape Town. WTD 8/13/64.

208 Beverage Industries

FRANCE—Strawberry and raspberry juice. Georges Moreau (agent), 55 Bld. de Sebastopol, Paris 1er. WTD 11/19/63.

209 Food Products

★★ CENTRAL AMERICA—Trade Mission

Fancy and fancy bleached tallow, 41.5 min. grade, FFA 4%, color fac 3-7 max., MIU 1%, 2500-3000 drums monthly; 41.5-42 min. grade, FFA 2% max., color fac 3 max., MIU 1%, 500 drums monthly. Luis Caceres, Manager, Agencias Unidas de Guatemala (sale agent), 5a. Ave. 12-42, Zona 1, Guatemala City, Guatemala. WTD 9/12/63. TM 9.

Soya meal 50% protein, 150 tons monthly. Luis Caceres, Manager, Agencias Unidas de Guatemala (sales agent), 5a. Ave. 12-42, Zona 1, Guatemala City, Guatemala. WTD 9/12/63. TM 13.

FRANCE—Honey. Georges Moreau (agent), 55 bld. de Sebastopol, Paris 1er. WTD 11/19/63.

220 Textile Mill Products

★★ CENTRAL AMERICA—Trade Mission

Dyeing and finishing textiles except wool fabrics; cotton and synthetic textiles. Jaime Perelmuter, P.O. Box 1497, San José, Costa Rica. WTD 8/22/63. TM 63.

SOUTH AFRICA—Dacron, rayon, cotton materials for men's shirts; drills of 7½-9 oz. for men's trousers; men's suitings, 12-14 oz. weight, 60" width; men's coat linings, 45-54" widths in rayon/taffeta, twill finishes; pocketings; all lines must be of good quality. Seeks exclusive agencies for manufacturers only or their sole export houses, definitely not interested in direct purchases. Mill Agents (S.A.) (Pty.) Ltd. (indent sales agent), P.O. Box 3161, Cape Town. WTD 8/13/64.

221 Broad Woven Fabric Mills, Cotton

GERMANY—Cotton fabrics for women's and children's dresses and aprons and men's shirts; manufacturer's agent requests replies in German from U.S. manufacturers only with price quotations cif Rotterdam. Hans-Joachim Holtsch, 61 Roonstrasse, 56 Wuppertal-Elberfeld. WTD 7/29/64.

Terry towels, cotton damask tablecloths; manufacturer's agent requests replies in German from U.S. manufacturers only with price quotations cif Rotterdam. Hans-Joachim Holtsch. 61 Roonstrasse, 56 Wuppertal-Eberfeld. WTD 7/29/64.

SOUTH AFRICA—Shirtings and flannelettes; requests replies from mills only. Liebenstein & Jackson (Pty.) Ltd. (manufacturer's agent), P.O. Box 4795, Cape Town. WTD 8/17/64.

Upholstering fabrics: plain and floral, good quality, cotton, cotton/rayon, cotton/dacron; 48 to 54" widths, 12 to 20 oz. weight per sq. yd. Cotton ticking for mattresses, 78" width. Seeks exclusive agencies for manufacturers only or their sole export houses, definitely not interested in direct purchases. Mill agents (S.A.) (Pty.) Ltd. (indent sales agent on commission basis), P.O. Box 3161, Cape Town. WTD 8/13/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

SOUTH AFRICA—Upholstering fabrics: plain and floral, good quality, rayon, dacron, 48 to 54" widths, 12 to 20 oz. weight per sq. yd. Seeks exclusive agencies from manufacturers only or their sole export house, definitely not interested in direct purchases. Mill Agents (S.A.) (Pty.) Ltd. (indent sales agent on commission basis), P.O. Box 3161, Cape Town. WTD 8/13/64.

Poults, taffetas, satins; requests replies from mills only. Liebenstein & Jackson (Ptv.) Ltd. (manufacturers' agent), P.O. Box 4795, Cape Town. WTD 8/17/64.

223 Broad Woven Fabric Mills, Wool

GERMANY—Woolen and synthetic fabrics for women's and children's dresses, coats, suits, skirts, trousers, sports clothing, casual wear; manufacturer's agent requests replies in German from U.S. manufacturers only with price quotation cif Rotterdam. Hans-Joachim Holtsch, 61 Roonstrasse, 56 Wuppertal-Elberfeld. WTD 7/29/64.

224 Narrow Fabrics, Smallwares Mills

SOUTH AFRICA—Elastics and belting for manufacturing suspenders and belts; requests replies from mills only. Liebenstein & Jackson (Pty.) Ltd. (manufacturers' agent), P.O. Box 4795, Cape Town. WTD 8/17/64.

228 Yarn, Thread Mills, Products

★★ CENTRAL AMERICA—Trade Mission

Stretch nylon yarn and worsted yarn. Christoph Frese, Agencias Campeon-Max Trachtenberg, 9a. Calle 6-21, Zona 1, Guatemala City, Guatemala. WTD 8/14/64. TM 72.

229 Textile Goods

SOUTH AFRICA—Piece goods: woven and knitted, cotton, wool, synthetic and blended, printed, embossed, satinized; also foam backed material by the yard; requests replies from manufacturers only. Liebenstein & Jackson (Pty.) Ltd. (manufacturers' agent), P.O. Box 4795, Cape Town. WTD 8/17/64.

233 Women's, Misses', Juniors' Outerwear

FRANCE—Dresses, coats, suits for women and misses. Marcel Smyga (manufacturer), 15 Rue de Clery, Paris 2e. WTD 7/20/64.

281 Industrial Chemicals

★★ CENTRAL AMERICA—Trade Mission

Raw materials for manufacture of cosmetics; requests replies in Spanish. J. E. Valenzuela, Representaciones J. E. Valenzuela, 11 Calle 4-31, Zona 1, Guatemala City, Guatemala. WTD 8/11/64. TM 68.

Sodium sulphate anhydrous salt cake for use in powder detergent. Luis Caceres, Manager, Agencias Unidas de Guatemala (sales agent), 5a. Ave. 12-42, Zona 1, Guatemala City, Guatemala. WTD 9/12/63. TM 11.

285 Paints, Varnishes, Lacquers, Enamels

THAILAND—Various kinds of paints: varnishes, lacquers, japans, enamels. Piyaphanda Ltd. Partnership (importer), 66/9 Soi Punnavithi (Soi Sukhumvit No. 101), Bangchak, Prakanong, Bangkok. WTD 8/14/64.

291 Petroleum Refining

★★ CENTRAL AMERICA—Trade Mission

Paraffin wax, completely refined, grades 143/150, 140/143, 135/138; semi-refined, grade 133/136; 50 tons monthly. Luis Caceres, Manager, Agencias Unidas de Guatemala (sales agent), 5a. Ave. 12-42, Zona 1, Guatemala City, Guatemala. WTD 9/12/63. TM 10.

313 Boot, Shoe Cut Stock, Findings

★★ CENTRAL AMERICA—Trade Mission

Raw materials for manufacture of shoes: rubber, leather, canvas, proper glues, nails. Mariano Aguilar, Columbia Agencies (sales agent), P.O. Box 687, Tegucigalpa, Honduras. WTD 9/18/63. TM 30.

322 Glass, Glassware

PHILIPPINES—Table glassware. James Ang An King, General Manager, Eurasian-American Commercial (importer, wholesaler, indentor), 601 Manhattan Bldg., Neuva St., Box 1118, Manila. WTD 2/8/64.

335 Rollings, Drawing, Extruding of Nonferrous Metals

ECUADOR—Insulated and covered aluminum wire. Electrical transmission copper and copper-base alloy wire (including strand and cable) bare and tinned. Insulated copper communication wire and cable. Agencias Combinadas del Ecuador (importer), P.O. Box 563, Quito. WTD 8/12/64.

PHILIPPINES—Copper tubing. James Ang An King, General Manager, Eurasian-American Commercial (importer, wholesaler, indentor), 601 Manhattan Bldg., Neuva St., Box 1118, Manila. WTD 2/8/64.

351 Engines, Turbines

ECUADOR—Gas turbines over 500 kw. Agencias Combinadas del Ecuador (importer), P.O. Box 563, Quito. WTD 8/12/64.

354 Metalworking Machinery

SWITZERLAND—Building block elements for machine tools. Complete hydraulic and automatic systems for entire machine industry—any industrial application. Bachofen & Co. (engineering office and agency), Streulistr. 19, 8030 Zurich. WTD 8/21/64.

355 Special Industry Machinery

★★ CENTRAL AMERICA—Trade Mission

Used machinery for textile and knitting industry. Christoph Frese, Agencias Campeon-Max Trachtenberg, 9a. Calle 6-21, Zona 1, Guatemala City, Guatemala. WTD 8/14/64. TM 71.

357 Office, Computing, Accounting Machines

THAILAND—Offset duplicating machines and supplies; electronic stencil duplicating machines. Sakol Phan Co., Ltd. (importer, wholesaler), 294/9-10 Phya Tai Rd., Bangkok. WTD 1/18/63.

361 Electric Transmission, Distribution Equipment

ECUADOR—Ammeters, relays, telemeters, voltmeters, watt-varimeters, other indicating and recording instruments, parts. Power and distribution transformers, feeder-voltage boosters, induction voltage regulators, current limiting reactors, instrument, meter and tripping transformers. Busduct, circuit breakers, cutouts, busduct fittings, meter mounting equipment, panelboards, switchboards and switches; 1,200 v. and under; circuit breakers, connectors, controls, cubicles, power distribution fuses, circuit reclosers, regulators, relays, resistors, stock coils, switchboards, switches, switching equipment over 1,200 v.; plug and cartridge fuses, fuse links under 2,300 v. Agencias Combinadas del Ecuador (importer), P.O. Box 563, Quito. WTD 8/12/64.

362 Electrical Industrial Apparatus

ECUADOR—Generators, motors, all types; under 2,000 kilowatts for a.c. and d.c. current; a.c. generators, 2,000 kw., and over; engine-driven generator sets for diesel, dual fuel, gasoline or natural gas; all necessary parts for generators, motors, and motor-generator sets. Agencias Combinadas del Ecuador (importer), P.O. Box 563, Quito. WTD 8/12/64.

364 Electric Lighting, Wiring Equipment

ECUADOR—Transmission and pole line hardware and accessories. Agencias Combinadas del Ecuador (importer), P.O. Box 563, Quito. WTD 8/12/64.

369 Electrical Machinery, Equipment, Supplies

★★ CENTRAL AMERICA—Trade Mission

Ignition parts; requests replies in Spanish. J. E. Valenzuela, Representaciones J. E. Valenzuela, 11 Calle 4-13, Zona 1, Guatemala City, Guatemala. WTD 8/11/64. TM 69.

394 Toys, Amusement, Sporting Goods

★★ CENTRAL AMERICA—Trade Mission

Mechanical toys. Julio Klepach, Manager, Industrias Bonanza (manufacturer's representative), 8a. Calle 10-58, Zona 1, Guatemala City, Guatemala. WTD 9/13/63. TM 2.

399 Manufacturing Industries

SOUTH AFRICA—Frames and accessories suitable for handbag manufactures; requests replies from manufacturers only. Liebenstein & Jackson (Pty.), Ltd. (manufacturers' agent), P.O. Box 4795, Cape Town. WTD 8/17/64.

731 Advertising

SOUTH AFRICA—Specialized syndicated services in any field of mail advertising, especially ready-to-use art; financial (loans). Effective Letters (direct mail advertising), P.O. Box 4564, Johannesburg. WTD 8/11/64.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Gerardo Gicovate, representing Gicovate S.A.C.I.I. y F., Corrientes 1134, Buenos Aires, interested in **contacting U.S. manufacturers of furniture** with a view of obtaining license agreements. Here to Oct. 1. c/o Paris Hotel, West End Ave. & 97th St., New York, N. Y. Itinerary: Washington; Chicago; Rochester, N.Y.; Miami.

AUSTRALIA—George W. T. Hall, Managing Director, George W. T. Hall Pty. Ltd., 482 Bourke St., Melbourne, interested in: **steam raising plant** and associated **equipment such as oil burners and mechanical stokers; petrol and petrochemical plants** and **towns gas plants either from coal or fue oil; general industrial equipment.** Also requesting technical information significant to the above. Here for 3 to 5 weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: San Francisco; Los Angeles; New Orleans; Washington; Philadelphia; New York; Williamsport, Pa.; Boston; possibly St. Louis.

Albert E. Harris, Australian Manager, Controls Division, A. G. Healing Ltd., 200 Goulburn St., Sydney, interested in **representation and importation of controls for refrigeration, heating, airconditioning,** etc. Sept. 30 via New York to Oct. 20-21. c/o A. G. Healing Agency, Inc., 95 Broad St., New York, N. Y. Itinerary: New York (Sept. 30); Cleveland (Oct. 7); Chicago (Oct. 9); Minneapolis (Oct. 13); San Francisco (Oct. 20-21).

BRAZIL—Helio Paskin, Mrs. Rachel Paskin and Aharon Szterenfeld, representing Paschoal Paskin & Filho Ltd., Rua Leopoldina Rego, 647, Penha, Rio de Janeiro, interested in: **importing production equipment for large-scale manufacture of leather belts and billfolds;** contacting U.S. manufacturers of similar products with well-known trade names to negotiate use of such names in Brazil. Here to Oct. 6. c/o Hotel Taft, 50th and 7th Ave., New York, N. Y. Itinerary: New York, Washington, Miami.

CHILE—Miguel Galmes G., representing Sociedad Productos Alimenticios Natur, Santa Elena 197, Santiago, interested in **visiting cereal processing plants (corn flakes, puffed rice and similar products)** and requesting technical information for same. Sept. 28 via New York for 6 months. c/o Chilean Consulate, 211 E. 43rd St., New York, N. Y. Itinerary: New York, Washington, Chicago, Kansas City, Denver, San Francisco, Los Angeles.

ECUADOR—Cesar Alvarez Barba, representing Alvarez Barba Hnos. & Plywood Ecuatoriana, S.A., Calle Venezuela 553-561 (P.O. Box 567), Quito, interested in **machinery for furniture manufacture, woodworking equipment,** and requesting technical information on same. Here to Sept. 25. c/o: Chemical Bank New York Trust Co., 165 Broadway, New York, N.Y.; Palmer House, 17 E. Monroe St., Chicago, Illinois; Morris Inn, Notre Dame Campus, South Bend, Indiana. Itinerary: New York, Chicago, South Bend.

ENGLAND—George F. Crook, representing George Finlay Crook (importer/exporters), "Scottish Design," 28 Strathearn Rd., Edinburgh 9, interested in **promoting and selling high quality Scottish manufactured products, including antiques and a range of antique reproductions.** Will be exhibiting at a Scottish stand at Texas State Trade Fair. Sept. 25 via Dallas for 6 weeks. c/o Mrs. D. W. McCord, 1909 Robin Lane, Garland, Dallas, Texas. Itinerary: New York, Los Angeles, Houston, Washington.

Peter Bennett-Keenan, Deputy Office Manager, The United Steel Companies, Ltd., The Mount, Sheffield 10, interested in **observing: management functions in large U.S. steel companies; personnel; catering; transport systems by automobile and airplane; and training.** Sept. 28 via New York for 3 weeks. c/o Luria & Co., 522 Fifth Ave., New York, N. Y. Itinerary: To be arranged.

GERMANY—Mrs. Ina Orthen-Weigel, representing Weigel GmbH, 2 Rathenauplatz, Frankfurt/Main, interested in **visiting manufacturers of optical goods to study recent developments in optical and pho-**

tographic field; requesting technical information. Here for 3 months. c/o Hillgruber, 757 Ocean Ave., Palms Apartments, Santa Monica, California. Itinerary: New York; Southbride, Mass.; Rochester, N.Y.

GHANA—Mark Cofie, representing Mark Cofie Engineering Ltd., P.O. Box M-120, Accra, interested in **importing automotive paints and fillers, including lacquers and stoppers, plastic fillers, cellulose paint thinners;** requesting technical information on application of products. Here to Sept. 22. c/o Mr. H. Bloch, 320 E. 54th St., New York, N.Y. Itinerary: New York, Chicago.

INDIA—S. N. Rao, Technical Advisor, Laxmi Starch Factory Ltd. Das Chambers, 25 Dalal St., Bombay 1, interested in obtaining **technical collaboration for manufacture of starch ethers, other starch-based specialities, chemical products such as special finishes, nonionic detergents, silicon emulsions, cationic softners (for textile and paper), sequestering agents, and binders for pigment dyeing and printing.** Also requesting technical information. Here to Sept. 23. c/o Mr. V. D. Nadkarni, 22-75 46th St. Astoria 5, Long Island, New York. Itinerary: New York, Boston, Philadelphia, Illinois, Washington.

JORDAN—Nasrallah Y. Sahuri, representing Oriental Star Distilleries Co., P.O. Box 349, Amman, interested in **exportation of distilled spirits and wines, especially Arak (distilled spirit).** Presently exhibiting in Jordanian Pavillion, New York World's Fair. Here for 2 months. c/o 327 West 89th St., New York, N.Y. Itinerary: New York, Washington, San Francisco, Chicago, Detroit.

KENYA—Gordhandas Vasanji Ruparelia, owner, Gordhandas Vasanji Ltd. and Kenya Rayon Mills Ltd., P.O. Box 400, Mombasa, interested in **textile and knitting machinery (new and used);** sundry items. Third week Sept. via New York for one week. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, possibly San Francisco.

MOROCCO—Georges Baffrey-Hennebique, representing Compagnie Industrielle de Bonneterie, 24 Rue de la Schlucht, Casablanca, interested in **importing knitting machines.** Sept. 19 via New York for 3 weeks. c/o Park-Sheraton International Hotel, 56th St. & Seventh Ave., New York, N.Y. Itinerary: New York, Chicago, Detroit.

PANAMA—Diego A. Jimenez, Assistant Manager, Cia. Internacional de Seguros, S. A., Plaza 5 de Mayo, Panama, interested in **visiting manufacturers of cast iron products, including pipe, to explore possibility for joint venture project in Panama to manufature cast iron products;** also requesting technical information. Here to Sept. 25. c/o New York Hilton at Rockefeller Center, 1335 Avenue of Americas, New York, N.Y. Itinerary: New York.

Jose A. Riba, Vice President and Manager, Riba-Smith, S. A., P.O. Box 138, Panama, interested in **contacting companies producing prepared foods for sale in retail stores and supermarkets.** Here indefinitely. c/o Department of Commerce Field Office, Rm. 1628 Federal Office Bldg., 51 S.W. 1st Ave., Miami, Florida, 33130. Itinerary: Miami.

SOUTH AFRICA—Mrs. M. Liebman, representing Accent Rugs, 240A Louis Botha Ave., Orange Grove, Johannesburg, interested in **finding outlets in U.S. for individually-designed, very high class, handmade woolen rugs.** Here for 5 weeks. c/o South African Consulate General, 655 Madison Ave., New York, N.Y. Itinerary: San Francisco, Los Angeles, New York.

W. B. Somerville, Managing Director, Colas South Africa Ltd., P.O. Box 7727, Johannesburg, interested in **licensing agreement or joint venture with U.S. manufacturers of coal tar and asphalt products.** Sept. 24 via New York to Oct. 10. c/o Minerals & Raw Materials Inc., 74 Trinity Place, New York, N.Y. Itinerary: As required.

UAR—Antoine Nooman Chaer, representing Chyfa Trading Co. and Comptoir Egyptian de Representation, P.O. Box 402, Cairo, interested in **exporting crude drugs and handicraft items.** Late Sept. via New York for 2 weeks. c/o Department of Commerce Field Office Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001 Itinerary: New York.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Leads for Importers

Commodities are offered direct unless specified.

203 Canning, Preserving Foods

SOUTH AFRICA—Frozen tuna, frozen pilchards. Blue Continent Projects (Pty) Ltd., 412/413 Libertas Bldg., Hertzog Blvd., Cape Town. WTD 3/10/64.

233 Women's, Misses', Junior's Outerwear

SWEDEN—Ladies' woolen coats and dresses of high quality. Bostroms Konfektions AB, Vasagatan 27, Tranas. WTD 8/19/64.

244 Wooden Containers

EL SALVADOR—Soft drink bottle crates, knocked down, 1 million annual volume. Felipe Rovira M., Organizacion Rovira Mixco, C.I.F.E. de Centro America, P.O. Box 1392, San Salvador. WTD 8/12/64.

315 Leather Gloves

ARGENTINA—Complete line of industrial leather gloves. "COSARI" S.A.I.C., Bouchardo 432, Buenos Aires. WTD 6/5/63.

328 Cut Stone Products

COSTA RICA—Marble and travertina; quality matches that of Italy's. Marmoleria Favareto, P.O. Box 1845. WTD 8/10/64.

351 Engines, Turbines

SWEDEN—Marine carburetor engines, 5, 10, 15, 20 and 40 bhp; marine diesel, 15 bhp. Particularly suitable as auxiliary engines for sailboats. Manufacturer seeks contact with importer/distributor. Albin Motor AB, Kristinehamn. For brochure and descriptions write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D. C. 20230. WTD 8/30/63.

399 Manufacturing Industries

EL SALVADOR—Native fiber (palm and straw) products produced by home industry: auto seats, rough edge fishing hats, smooth edge sun hats for women, 3'x6' standard picnic mats. Eliseo Rovira, Organizacion Rovira Mixco C.I.F.E. de Centro America, P.O. Box 1392, San Salvador. WTD 8/12/64.

Construction Projects

ANGOLA—(1 conto = US$35, approx.) Construcoes Especiais, Lda, was awarded the contract for construction of a **bridge,** estimated to cost 17,000 contos, **over the Cunene River** on the Humbe-Rocadas road. The concern's Director is making final preparations in Sa da Bandeira for commencement of work and the first lot of material has been dispatched for the building of the bridge, which is expected to take two years to complete. The bridge will not only facilitate tourist travel between Southwest Africa and Angola but will also provide year-round access to the whole Lower Cunene, a potentially rich region which is ideal for cattle raising and which is usually isolated during the rainy months.

AUSTRALIA—(1£ = US$2.24). Two major contracts for work on the **standard gauge rail project east of Perth** have been let for a total of almost £3 million ($6,720,000). The project, part of a transcontinental rail standardization plan, involves laying standard gauge on 380 route miles from Kalgoorlie to Perth, Fremantle and Kwinana at a total cost of about £45 million ($100 million). It is associated with the big Broken Hill Propriatary Co. Ltd. plan for an integrated iron and steel industry in Western Australia, drawing the ore from the vast Koolyanobbing deposits which will be tapped by the standard gauge.

One of the contracts let, valued at £2,600,000 ($5,824,000), has gone to Utah Construction and Engineering Pty. Ltd. for track laying and ballast between Upper Swan and Merredin. Track laying is expected to begin early next year and be completed by the second half of 1966. The second contract, for the

supply and installation of automatic signalling equipment, has been awarded to McKenzie and Holland (Australia) Pty. Ltd. Work has begun on the first stage of building a **new town** for about 1000 people near the Koolyanobbing iron ore deposits. The Western Australian State Government has also allocated about $3,360,000 for rail services and marshalling yards at Koolyanobbing.

CANADA—(C$10 = US$9.25). The Department of Transport is going to develop an **International Airport** for Colombo, the capital of Ceylon.

To be built under the Canadian Colombo Plan, the C$5,500,000 complex for Katunayake Airport, 24 miles northeast of Colombo, has been designed by D. O. T. engineers and architects at the request of the External Aid Office.

The Department of Transport will initially strengthen and lengthen the existing 6,000 ft. runway to 11,000 ft. and construct a taxiway and aircraft apron to accommodate the long-range jets flown by international airlines through the far east. The total cost of this work, together with access roads and other related works, is estimated at C$3,500,000.

The second stage of construction will be a 3-story completely air conditioned **terminal building** with a separate V. I. P. **pavillion.** Total floor area of the terminal's passenger handling facilities will be about 80,000 sq. ft., which is roughly equivalent to that of the Ottawa terminal.

Both projects will be carried out under Canadian general contractors with supervision by the Department of Transport and Foundation of Canada Engineering.

A Department of Transport engineer, in the role of project manager, is now in Ceylon carrying out preliminary studies prior to contract tender call.

A cost-sharing agreement has reportedly been reached by the Ontario Government, the Hydro-Electric Power Commission of Ontario (HEPCO) and the Canadian Federal Government for construction of a one-million-kilowatt **nuclear-electric power station in Ontario.**

Joint agreement provides that cost of nuclear-electric power station, estimate at C$266 million, will be shared as follows: Ontario Hydro-Electric Power Commission will provide an amount equal to the cost of a coal-burning station of similar size, about C$120 million, the Ontario Government will provide some C$466.5 million, and the Canadian Federal Government the balance of C$79.5 million.

HEPCO will apply to Canadian Government's Atomic Energy Control Board for a reactor construction permit to locate the power station on a selected site some 20 miles east of Toronto on Lake Ontario's shore. No difficulty is anticipated in obtaining the permit as requested.

Construction facts are:

GENERATING UNITS: Two 500,000 kilowatt steam driven turbo-generators.

HEAT SOURCE: Steam will be produced by twin nuclear reactors, burning natural uranium fuel and using heavy water as moderator and coolant.

FUEL: Natural uranium. The initial loading will be about 232 tons of uranium oxide for the two reactors. Annual requirement will be half the initial loading.

MODERATOR AND COOLANT: About 878 tons of heavy water will be required for the two reactors.

CONSTRUCTION: By HEPCO with Atomic Energy of Canada, Ltd. acting as nuclear consultant. HEPCO will operate the power station as part of the provincial power system.

PEAK WORK FORCE: Between 800 and 900 employees.

COMPLETION DATE: 1970 (First Unit).

OPERATING STAFF: Approx. 140 employees.

DESIGN: Reactors will be of Canadian Deuterium Uranium (CANDU) type, similar to reactor in Douglas Point Nuclear-Electric Power Station on Lake Huron, now approaching completion. Preliminary design of reactors has been under way for some time by Atomic Energy of Canada, Ltd. and HEPCO.

Design of power station will provide for an extension of 2 more units which would raise total capacity to 2 million kilowatts. Of estimated total cost of C$266 million for project, about C$110 million will be expended for equipment. Of this amount, opportunities exist for importation of about 15% or C$16.5 million **from the United States** because of the special kinds of products needed which would include all **instrumentation** and **control equipment;** all **stainless steel** consisting of plates, large extrusions and piping; a sizable portion of **carbon steel plates** with depth in excess of 1½" and wider than 96"; all **zirconium alloys** in finished forms of pressure tubing of 4" inside diameter and 19' 6" in length, and tubing ¾" inside diameter and 2' in length. This is not an all-inclusive list, but serves only as an indication of sales opportunities for U.S. exporters.

Call for bids: HEPCO will not start calling for tenders before about March or April 1965. Meanwhile, U.S. manufacturers of products which can be used in constructing the power station may (1) submit descriptions of products they manufacture (prices not to be included), (2) include information about their manufacturing capabilities and capacities and (3) state if they have a Canadian agent who represents them. This information should be directed to: Mr. H. E. Kennedy, Manager of Purchases, Hydro-Electric Power Commission of Ontario, 620 University Ave., Toronto 2, Ontario, Canada.

COLOMBIA—(100 Pesos=US$11.11). ECOPETROL (Empresa Colombiana de Petroleos), the Government oil company, has announced that its plans for the next 5 years call for capital investments totaling 1,200 million pesos. Included in the 18 specific projects are Barrancabermeja refinery expansion (INTERNATIONAL COMMERCE, June 15, p. 34), construction of a new refinery on Bogota Sabana, Cartagena maritime terminal (INTERNATIONAL COMMERCE, Aug. 3, p. 34), 40-million pesos paraffin plant, joint venture with Dow Chemical for a 100-million pesos polyethylene plant, petrochemical plants for synthetic fibre production, pipeline network improvements and enlargements. Contact: ECOPETROL, Bogota.

DENMARK—(100 kroner=U.S.$14.50). In connection with the **Store Belt Bridge construction project** an international suggestion and technical know-how **competition** is expected to be officially announced during the next few months.

Competition will be based on results of recently concluded study of bottom conditions in the Store Belt and will take into consideration various technical and traffic requirements which the bridge construction project involves. This material may become available not later than November.

The competition will be open to Danish and foreign technicians. The suggestion submitted will be judged by a specially established committee composed of Danish and foreign technical experts. Total prize sum to be awarded to winning suggestions is 2¼ million Danish kroner. Suggestions are to be submitted to: Danish Ministry of Public Works (Ministeriet for offentlige Arbejder, 10 Slotsholmsgade, Copenhagen K.).

According to the Ministry of Public Works, purpose of the competition is to benefit from skill and experiences gained by Danish and foreign civil engineers by offering them an opportunity to present suggestions, in outline and in details, with regard to construction of a permanent traffic connection for railway and road traffic between Sealand and Island of Funen.

ETHIOPIA—(E$2.50 = US$1). Imperial Highway Authority has announced that construction of a **new road** linking Waldia, Debra Tabor, Addis Zemen, and thence to Bahar Dar and Gnodar would be begun soon. Cost of the 260 km. road will be about E$31 million. Contact: Imperial Highway Authority, Addis Ababa.

GERMANY—(DM40=US $10.) **Replacement of ferry service** between Meersburg and Constance (Konstanz) across northwest branch of Lake Constance has been proposed by Chamber of Industry and Commerce's permanent secretary in Constance. Dr. Hund set forth five concrete proposals for bridge or tunnel spans, in conjunction with Professor Leins of the Aachen Technical Engineering School and a well known steel construction firm. A fully documented brochure, "Bridge or Tunnel" (Bruecke oder Tunnel), provides technical and financial data concerning these 5 alternate proposals.

Bridge proposals call for an esthetic structure capable of handling 4,000 vehicles a year and requiring spectacular engineering solutions to hydrographic and hydrologic factors. The lake depth is 160 meters and has a mud layer of up to 50 meters thick with little supporting capacity.

One proposal calls for a suspended bridge almost 4 kilometers long (3.68 km). The structure would be carried on two pylons towering 250 meters over the water level, and would have a span length of 1,840 meters. The 2 11-meter wide, 3-track roadways, foot and bicycles paths would sit 50 meters above the water level.

Alternate proposals call for a covered bridge, 20 meters wide and 35 meters high (in the middle of the lake); a 500-meter-long drawbridge with superstructures on the shore and a floating section in the middle. Details of the fourth bridge proposals are included in the brochure.

Tunnel proposal outlined by Professor Leins calls for a floating structure which would cross the lake at a depth of 30 to 40 meters in a straight line or with a slight downward curve with appropriate anchorages on the shore. Tunnel would have double

walls of steel or reinforced concrete, would swing to a certain extent in the water, and would have a 6-meter-wide roadway.

Costs for the tunnel or the floating bridge are estimated at about DM150 million, for the covered bridge, DM250 million, and for the suspension bridge, DM600 million, because of the uncertainty of the soil.

These proposals are reportedly being given serious consideration by highway authorities because of the steadily increasing road traffic and the present and future construction of interstate-type expressways connecting Germany and Switzerland. Further information and a copy of the brochure may be obtained by writing to: Industrie u. Handelskammer Konstanz, Schuetzenstrasse 8a-b, 7750 Konstanz, Germany.

GHANA—(1G£=US$2.80). Two pre-financing contracts for construction of a **new terminal building at Accra International Airport,** including modern telecommunications and aeronautical navigational systems, were signed by the Government. Contract for the terminal building was entered into with Sodefra & Campenon Bernard; a French group of financial and contracting enterprises. Total cost of building will be about G£1.3 million. The telecommunications part will be supplied and installed by Philips Telecommunications Industries of Holland. Under the contract, which amounts to approx. G£1.9 million, Philips will also equip the airports of Tamale, Navrongo, and Sunyani with modern aeroanautical navigations systems; 25 Ghanaian engineers and technicians will be trained in the Netherlands and Ghana to operate and maintain equipment after installation.

INDIA—(100 rupees=US $21.00). Bharat Cooperative Paper Mills Ltd., c/o Shetkari Sahkari Sakhar Karkhana Ltd., Sangli, Maharashtra State, a consortium of 4 cooperative mills in this area, is considering putting up a **plant to manufacture paper or newsprint from sugarcane bagasse.**

Although the project is still in an embryonic stage the Bharat Cooperative is likely to send a group of its representatives to visit bagasse-based paper mills in the United States, Mexico, Peru, Argentina, Colombia, Brazil, Cuba, and Taiwan and also to visit paper mill machinery manufacturers and consultants in the United States, Canada, Sweden, Japan, West Germany, and the United Kingdom.

Bharat Cooperative has also established contacts with Parson & Whittemore Inc., 250 Park Ave., New York, N.Y., and Beloit International Corp., Beloit, Wisconsin, (both consulting engineers to paper industry) concerning its project.

Of the estimated outlay of Rs. 100 million on the project, Rs. 20 million would be contributed by the Maharashtra State Government, another Rs. 20 million would be raised by the 4 cooperative sugar mills promoting the venture and for the remaining Rs. 60 million the promoters seek financing from various domestic and foreign investment companies and extended credit facilities from machinery suppliers as well as possible assistance from World Bank.

Participation of U.S. firms in the supply of equipment and services for the proposed paper mills is desired and the promoters of Bharat Cooperative have expressed interest in receiving business offers from: (1) consulting engineering firms in the paper industry to prepare a project report, (2) firms performing "turnkey installation" services specializing in paper plants, (3) manufacturers of paper mill machinery and (4) investment agencies interested in financing the proposed venture. Contact: Vasant Rao Patil, c/o Shetkari Sahkari Sakhar Karkhana Ltd., Sangli, Maharashtra State.

ITALY—(1000 Lire=US$1.60). A **rapid transit system** has been proposed as a solution to Venice's burgeoning traffic problems. Proposed line would run at grade from the suburb of Mestre by the new (reclaimed) industrial areas and the new Marco Polo Airport to Venice's present railroad terminal. At this point, the high speed line would be constructed below grade as a subway, 22 meters underground. This depth is necessary to prevent damaging vibration to historic buildings. Contact: Dr. Arrigo Usigli, President, Chamber of Industry & Commerce, Piazza XXII Marzo 2032, Venice.

JORDAN—(1 dinar=US $2.80). The British firm, Sir M. MacDonald & Partners, has been awarded the contract to construct a **new Army General Hospital** at an estimated cost of 2 million dinars.

The facility will be located at Suwaylih and will have a 650-bed capacity. Reportedly, financing is available from the Jordan Arab Army budget. The Suwaylih hospital will also be used as the nucleus for the Faculty of Medicine which is to be established at the Jordanian University.

With the imminent construction of this facility, plans are being formulated for the **conversion of the present Base Hospital near Amman** to provide care for Jordan Army dependents. Two other dependent's care facilities are to be constructed in Zerga and Ramullah.

In addition, a **200-bed hospital** will be established **in Ramullah,** a **maternity clinic** of 16 beds **at Base Hospital, Marka,** a **250-bed hospital in Irbid,** 30-beds in Ma'an, 50 beds in Karak and 70 in Hebron. Two governmental hospitals are also projected for Jerusalem and Nablus. Contact: Ministry of Public Health, Amman.

MOROCCO—(100 dirhams = US$19.76). World Bank has made a loan equivalent to $17.5 million to Morocco to assist in financing the Sidi Slimane **agricultural deveopment and irrigation program.** Program is a pilot undertaking to introduce modern intensive agriculture into Morocco; its successful execution will point the way to similar developments in other parts of the country.

The Sidi Slimane project area encompasses some 247,000 acres in the Rharb Plain, an alluvial region in the Sebou River Basin about 65 miles northeast of Rabat, the capital. Cultivable area consists of 217,000 acres, part of which is already irrigated by the River Beth system and the remainder is under rain-fed farming.

A program for the comprehensive development of the Sidi Slimane area was begun in 1962, and the first phase is scheduled for completion in 1968 at a total estimated cost equivalent to $46.6 million. Main elements of this 6-year program being assisted by the Bank loan consist of improvement of existing irrigation system on about 69,000 acres and construction of irrigation works for both irrigated and rain-fed; improvement of existing farm-to-market road system; consolidation of farm holdings, land leveling, construction of farm buildings and provision of equipment to enable farmers gradually to adopt modern methods of crop rotation, dairy and livestock farming; completion of 11 Agricultural Service Centers which will provide farmers with equipment, seeds, fertilizer, transport and marketing services, as well as advice and vocational training; establishment and stocking of 9 dairy centers which, after 1965 an experience has been gained, will be increased to 13 centers. Dairy centers will cooperate closely with farmers and with Agricultural Service Centers and are intended to form nucleus for expansion and improvement of milk and meat production. Also included in the Government's program, but not being assisted by the Bank loan, are a sugar mill (already in operation), a dairy plant, a cotton gin, a citrus packing plant and a fruit juice and preserves plant, all of which will be built by 1966.

The program, other than road improvements which are under the Ministry of Public Works, will be carried out by the Office National des Irrigations, an autonomous public authority established in 1960 with responsibility for improvement and development of irrigated areas throughout Morocco.

PAKISTAN—(100 rupees = US$21). International Development Association (IDA), an affiliate of World Bank, has extended a credit equivalent to $5,250,000 to Pakistan for **further improvement of inland water transport** in East Pakistan. The project being financed is part of a continuing program to provide equipment, installations, services and studies needed for efficient operation of inland water transport which forms an important part of East Pakistan's transport system.

The credit will assist further stages of the Inland Water Transport Authority's (IWTA) development program. These include:

(1) Detailed **surveys of river ports and waterways,** looking to the preparation of a priority plan of selected waterways and ports requiring improvement and maintenance.

(2) Radio location stations to provide a vessel position-fixing system and to serve as an aid to navigation.

(3) Expansion of IWTA's workshop at Barisal to provide additional facilities for repair and maintenance of navigational equipment.

(4) Construction of about 100 **landing facilities for passengers and cargo.**

(5) Acquisition of a **salvage unit** to remove wrecks and obstructions to navigation.

(6) Continuing services of **consultants** for IWTA's organization.

Total cost of the project is estimated at the equivalent of $11.3 million, of which $6.2 million will be in foreign exchange. An amount of $950,000 for the foreign exchange cost of consultants' services required in connection with surveys of river ports and waterways will be provided by the World Bank under its technical assistance program since these expenditures are of a pre-investment nature. The IDA credit of $5.25 million will finance the remaining foreign exchange requirements. Local currency financing will be provided by the Government of East Pakistan.

With the exception of the radio location system, which requires specialized type of equipment, all major contracts for construction and procurement have been or will be placed on the basis of international competitive bidding. Contact: Inland Water Transport Authority, Karachi.

PANAMA—(1 balboa = US$1.00). Inter-American Development Bank recently made an $8.5 million loan to the Republic of Panama to help finance a **program to develop the La Villa River Basin in Central Panama.**

Program includes construction of a **dam** on the La Villa River, and of **irrigation** and **drainage systems** and **access roads.** In addition, **complementary facilities** will be built on farms of the basin which embraces the provinces of Herrera and Los Santos.

The facilities will provide irrigation for an area of 47,000 acres, inhabited by about 1,200 farm families. Of the total area, approx. 27,500 acres will be devoted to agricultural production and the remainder to grasslands.

Total cost of the program is $16.8 million, which will be invested as follows; engineering studies and technical assistance during the construction phase, $1.2 million; construction of the dam, reservoir, irrigation and drainage systems, and access roads, $9.3 million; farm improvements, $4.8 million; other supplementary works and services, $1.5 million. The dam will be built near the junction of the La Villa River and its tributary, the Estibania, at a site known as Calabacito. The reservoir will have a capacity of 175 million cubic meters of water, of which about 81 million will be available to feed the irrigation system. The dam will be 1,020 meters long, 8 meters wide and 28 meters above water level at its highest point.

The irrigation system with an estimated length of 170 kilometers, will consist of 2 main canals on either side of the La Villa River, and secondary and tertiary canals which will provide water to each farm.

The drainage works include construction of a main collector canal, secondary and tertiary drains and pumping stations, and retaining dikes to prevent flooding by ocean and river waters of about 5,000 acres that will be brought under cultivation for the first time. Contact: Ministro del Obras Publics, Panama City.

PERU—(100 soles=US $3.73). Officials of the Cerro de Pasco Corp. recently announced that the company has projects under way which would add $9 million to its present investment in Central Sierra.

One of the major developments is the construction of a **750-tons-per-day selective flotation mill** at the Yauricocha mine to concentrate the lower grade complex ores containing copper, lead and zinc.

Other phases of the project will consist of a 60-mile **transmission line** from Oroya, **housing, schools** and **other community services.** In Oroya, the **zinc plant is scheduled to be increased** to 220 tons of slab zinc per day. Research work has indicated a process for extracting zinc, copper, silver, cadmium, indium and lead from the zinc leach residues. Based on the laboratory results, a **pilot plant** will be installed adjacent to the electrolytic zinc plant **to recover** these **various metals** by selective fuming. The pilot plant is scheduled for production in mid-1966.

By Supreme Decree, the Government of Peru resolved to continue with the **hydroelectric project of the Mantaro River** and outlined general provisions of procedure. The decree authorizes the Corporacion de Energia Electrica del Mantaro (a semi-autonomous government agency) to carry out initial preparations necessary to commence the bore in 1965 and to proceed with negotiations with the Mantaro Consortium to establish terms of a contract for construction of a 330,000 kw hydroelectric plant together with transmission lines and sub-stations, in accordance with a project drawn up by the consultants, Electroconsult of Milan, Italy. The consortium includes 2 British firms (English Electric Co. Ltd. and George Wimpey & Co. Ltd.) and a German firm (Schuckertwerke A. G.). If an agreement is not concluded by Dec. 31, these negotiations are to be terminated and the Corporacion is authorized to seek financing from other international sources.

SOUTH AFRICA—(1 rand=US $1.41). Labor Construction Co. (Pty) Ltd., P.O. Box 214, Cleveland, Transvaal, has been awarded the contract for construction of the **first stage of a new national road between Pretoria and Johannesburg.** Advance notice of the tender issued by the Transvaal Provincial Administration was reported in INTERNATIONAL COMMERCE Feb. 17 and the tender announced June 15th.

Johannesburg City Council is negotiating with City Deep Ltd. for acquisition of 260 acres of ground for a proposed municipal market. This ground adjoins the 140-acre site where it is proposed to erect the new **Municipal Abbatoir.** A planning committee, on which the Government and the Municipality are represented, has been set up to discuss the form the market should take. Contact: Johannesburg City Council.

TANGANYIKA—(20 EA sh=US $2.80). Construction work on **new headquarters building** to be built in Dar-es-Salam for the East African Common Services Organization is expected to begin in November with completion in July 1966. The building will cost an estimated £250,000 and will be used as headquarters of the organization in Tanganyika.

The new EACSO headquarters will house the Tanganyikan components of the various EACSO departments: Customs, Income Tax, EA Literature Bureau, Meteorological Services, and Civil Aviation. Contact: EACSO, Dar-es-Salaam.

UAR—(1E£=U.S. $2.87). Reportedly, an agreement was signed August 12 at Alexandria between Germany and the UAR for **preliminary research work on the Qattara depression project** (INTERNATIONAL COMMERCE, July 13, p. 60). Research operations will cost E£1 million, to be shared equally between the two countries. Dr. Ezat Salama, Minister of Electric Power, signed for the UAR, and Charge D'Affaires Gnodtke of the West German Embassy in Cairo signed for his country.

The project concerns the exploitation of this large natural depression, located in the desert about 75 miles west of Alexandria, by connecting it with the Mediterranean Sea by a canal and a tunnel to ensure adequate propulsion equal to that of the sea. Preliminary research work is scheduled to begin next month and to be completed by next summer. Drilling and testing equipment and about 10 experts are expected to arrive shortly from West Germany with headquarters to be at el Alamein. Depending on the outcome of these studies, work on the project itself is expected to begin in 1967, and electricity to be supplied to networks such as the Delta grid by 1973. Total cost of the project is estimated at $250 million. Contact: Ministry of Electric Power, Cairo.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated July unless marked otherwise.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Brazil, August.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Netherlands Antilles.

Aircraft and Aeronautical Equipment Importers and Dealers—Morocco.

Aircraft and Aeronautical Equipment Importers and Dealers—Uruguay.

Automotive Vehicle and Equipment Importers and Dealers—Malaysia, August.

Beverage, Non-alcoholic Manufacturers—Trinidad and Tobago.

Book, Magazine and Periodical Importers and Dealers—Iraq.

Chemical Importers and Dealers—Portugal.

Confectionery Importers, Dealers and Manufacturers—Thailand.

Dry Goods and Clothing Importers and Dealers—Federal Republic of Germany and West Berlin.

Dry Goods and Clothing Importers and Dealers—Trinidad and Tobago.

Feedstuff Importers and Dealers—Netherlands Antilles.

Hardware Importers and Dealers—Rep. of South Africa, June.

Hardware Importers and Dealers—Trinidad and Tobago.

Jewelry, Silverware, Timepiece and Giftwear Importers and Dealers—Netherlands Antilles.

Leather and Shoe Findings Importers and Dealers—Haiti.

Lumber, Plywood and Veneer Importers, Dealers and Exporters—Costa Rica.

Machine Tool, Die, other Metalworking Machinery, and Industrial Furnace Importers and Dealers—Italy, June.

Metallurgical and Metal Working Plants—New Zealand.

Office Supplies and Equipment, Paper and Stationery Importers and Dealers—Nicaragua.

Vending Machine Importers and Dealers—Greece.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Basic Data on the Economy of Aden and the Federation of South Arabia. OBR 64-71. 5pp. Describes the area's exports, imports, conditions of trade, industries, ports and shipping, communications and utilities, transport, financial situation, and development programs.

Foreign Trade Regulations of Venezuela. OBR 64-73. 8pp. Outlines Venezuela's trade policy, import tariff system, sales and other internal taxes, documentation and fees, labeling and marking requirements, special customs provisions, nontariff trade controls, export controls, and U.S. controls affecting trade with Venezuela.

Basic Data on the Economy of Ecuador. OBR 64-74. 10pp. Contains the same general types of information as OBR 64-71, above.

Basic Data on the Economy of Brazil, OBR 64-75. 24pp. Contains the same general types of information as OBR 64-71, above.

Establishing a Business in Malaysia. OBR 64-78. 18pp. Describes the Malaysian Government's attitude towards investment; trade factors affecting investment; extent of foreign investment; legislation governing entry and repatriation of capital, foreign ownership of business entities and real property, and investment incentive legislation; forms of business organization; protection of industrial property; availability of capital; various taxes to which a foreign business operation would be subject; the labor situation; basic economic facilities; and available investment information services.

Investment Factors in Indonesia. OBR 64-79. 10pp. Summarizes the prospects for private foreign investment; the Government's policy toward foreign investors; state controls over industry; forms of business organization; taxation to which foreign investments are subject; capital availability and credit; labor conditions; basic economic facilities; and investment services available. An appendix lists the corporation and income tax schedules.

Basic Data on the Economy of the Dominican Republic. OBR 64-80. 22pp. Contains the same general types of information as OBR 64-71, above.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the U.S. Department of Commerce, Sales and Distribution Section, 1200 South Eads Street, Arlington, Virginia.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

Trade of the U.S. with the Sino-Soviet Bloc, 1961-63. OBR 64-84. 15pp. Four tables listing: total trade with the Bloc nations; exports to the Bloc by principal commodities; imports from the Bloc by principal commodities; and trade with individual Bloc members by commodity.

***Adventures in Export.* Audrey Marsh King, et al. 1964. Marsh Publishing Co., 711 East B St., Belleville, Ill. 160 pp. $2.50.**

The successful ideas and techniques used by a small, mid-western manufacturing company in developing a profitable export business to 75 countries in a relatively short period of time are spelled out in detail by the firm's President and his daughter, the firm's Export Manager. Every step is covered from the initial investigation of a potential market area to delivery of the shipment and receipt of payment. Describes and illustrates various forms and correspondence used in discussing selection of an overseas distributor, use of a freight forwarder, customs clearances, methods of payment, packing and marking, and overseas shipping. Helpful points of contact both in and out of government are listed as well as useful publications.

The book contains an introductory article by Erna Hallock of the Bureau of International Commerce.

Latin groupings

Two important regional economic groups, the Latin American Free Trade Association (LAFTA) and the Central American Common Market (CACM), are described in "Economic Cooperation in Latin America," a booklet issued by Bankers Trust Company.

The study discusses the evolution of the two organizations, their economic aims, and prospects for the future.

The booklet was prepared in response to the growing interest of exporters, investors, and other businessmen in Latin American economic developments.

Write: the International Banking Department, Post Office Box 318, Church Street Station, New York, N.Y., 10015.

***International Development: Growth and Change.* By H. W. Singer. Published by McGraw-Hill. New York, 1964. $7.50**

In "International Development" Dr. Singer notes that development planners have become increasingly aware that the ingredients necessary for economic growth include more than mere physical supplies of labor, domestic capital, foreign exchange, and so on. "A host of intangible elements affect the psychological and social climate of a nation, and are of crucial importance."

For instance, he says, it was the existence of these intangibles which enabled the phenomenally rapid recovery of Western Europe and Japan after the Second World War. The inhabitants of these countries not only had the will to rebuild their lives; they also had the reserve of skills and the psychological and social attitudes—mirrored in social and economic institutions—which were necessary to provide a solid base for a modern economy. It is the absence of these elements in the poorer nations which makes the process of economic growth so difficult initially.

Dr. Singer distinguishes between the role of private entrepreneurs and government in stimulating industrial growth. Whereas in earlier centuries the original initiative in industrializing countries was taken by individuals, now, in many newly developing areas, the government is of necessity in the lead. For the best overall development of any country these two elements should work together, each in the sphere where it functions most economically.

Write: McGraw-Hill Book Company, 330 West 42nd Street, New York, N.Y. 10036.

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Calendar *for international traders*

September

14—Export Expansion Workshop, Chamber of Commerce Board Room, **Salina, Kan.** Sponsors: Chamber of Commerce, REEC, Field Office, Department of Commerce.

15—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York, N.Y.**

15—Export Expansion Workshop, Chamber of Commerce, **Hutchinson, Kan.** Sponsors: Chamber of Commerce, REEC, Field Office, Department of Commerce.

15—World Trade Council, York Area Chamber of Commerce luncheon meeting, York Town Hotel, **York, Pa.**

15—Export Expansion Seminar, 12 noon, Torresdale Country Club, **Philadelphia, Pa.** Sponsors: Northeast Philadelphia Chamber of Commerce Field Office, Department of Commerce.

15—Foreign Trade Committee Delaware State Chamber of Commerce dinner meeting, 6 p.m., **Wilmington, Del.**

15—"Seminar for Bankers," Sheraton-Gibson Hotel, **Cincinnati, Ohio.** Representative of Export-Import Bank of Washington to present program outlining Bankers' role in developing exports.

15—"In-Office" Conference for 6-8 firms, Federal Bldg., **Detroit, Mich.**

15—FCIB Hardware-Automotive & Allied Trades Group luncheon meeting, 12:30 p.m., Advertising Club, **New York, N.Y.** Sponsor: Foreign Credit Interchange Bureau.

16—Foreign Trade Credit Group, Chicago-Midwest Credit Service Corp., Morrison Hotel, **Chicago, Ill.**

16—Export Expansion Workshop, Kansas Gas and Electric Co., **Wichita, Kan.** Sponsors: Chamber of Commerce, REEC, Field Office, Department of Commerce.

16—Detroit International Credit Managers, Meeting, Pick Fort Shelby Hotel, **Detroit, Mich.** Speaker: Lawrence McQuade, Deputy Assistant Secretary of Commerce for Financial Policy.

16—"Export Seminar" for Target 10,000 respondents at Louisville Chamber of Commerce Offices, **Louisville, Ky.** Sponsors: REEC, Louisville Chamber of Commerce.

16-17—Committee for American Steamship Lines, Blackstone Hotel, **Chicago, Ill.**

17—International Trade Club of Chicago, Sherman House, **Chicago, Ill.**

17—Industry consultations at Atlanta Field Office for Mr. John L. Barrett, U.S. Foreign Service Officer, **Atlanta, Ga.** Sponsors: Field Office, Department of Commerce, REEC, Small Business Administration.

17—FCIB Drug, Chemical & Food Export Club's luncheon meeting, 12:15 p.m., Advertising Club, **New York, N.Y.** Sponsor: Foreign Credit Interchange Bureau.

21-24—International Iron and Steel Exposition, Cleveland Mall Convention Center, **Cleveland, Ohio.** Sponsor; Association of Iron and Steel Engineers.

22—Businessmen's consultations, luncheon with Trade Mission to Finland, St. Regis Hotel, **New York, N.Y.** Sponsors: Finnish-American Chamber of Commerce, Field Office, Department of Commerce.

22—Businessmen's consultation with United Kingdom Trade Mission, Field Office, **Philadelphia, Pa.**

22—Institute on Financing meeting, Biltmore Hotel, **Los Angeles, Calif.** Speaker: Daniel Goldy, National Export Expansion Coordinator. Sponsors: University of Southern California, Los Angeles REEC, Chamber of Commerce.

22—Businessmen's consultations with United Kingdom Trade Mission, Field Office, **Dallas, Texas.**

22-25—Second Institute for International Engineering, University of Colorado, **Boulder, Colo.** Speakers: K. Kollar, John Donley, Daniel Goldy, Department of Commerce. Sponsors: IIE, University of Colorado, REEC, Field Office, Department of Commerce, Small Business Administration.

23—U.S. Trade Mission to the United Kingdom and Finland. Trade Conference appointments with 2 Mission members, Cleveland Field Office, Federal Reserve Bank Bldg., **Cleveland, Ohio.**

23—Finland-U.K. Trade Mission, Chicago Field Office, 219 S. Dearborn St., **Chicago, Ill.**

23—REEC meeting, **Cincinnati, Ohio.** Special Guests: Luther H. Hodges, Secretary of Commerce, N.E.E.C. Chairman, Neil C. Hurley, Jr.

23—"In Office Conference" on elements of exporting, 9-12 noon, Field Office, **Greensboro, N.C.** Sponsors: Field Office, Department of Commerce, REEC.

24—"Port of Mobile Night" dinner meeting, Ruggeri's Restaurant, 6 p.m., **St. Louis, Mo.** Sponsor: World Trade Club of St. Louis.

24—Finnish-U.K. Trade Mission Conference, Embassy Hotel, **Detroit, Mich.** Sponsor: Field Office, Department of Commerce.

24—Businessmen's consultations with United Kingdom Trade Mission, Greater Syracuse Chamber of Commerce, **Syracuse, N.Y.** Sponsors: Field Office, Department of Commerce, International Development Committee of Greater Syracuse Chamber of Commerce, Foreign Trade Club.

25—United Kingdom Trade Mission meeting, Statler Hilton Hotel, **Boston, Mass.** Speaker: Daniel Goldy, National Export Expansion Coordinator. Sponsors: REEC, Field Office, Department of Commerce, Electronics Industries Assn.

25—"In-Office Conference" on Elements of Exporting, Field Office, **Cincinnati, Ohio.**

28—Export Conference on "International Marketing of Your Product," Monteleone Hotel, **New Orleans, La.** Sponsors: New Orleans Chapter, Sales and Marketing Executives-International, REEC. Speaker: Charles M. Meriwether, Director, Export-Import Bank of Washington.

28—Michiana World Trade Club, V-M Corp., **Benton Harbor, Mich.**

29—Luncheon meeting, World Trade Department, Chamber of Commerce, **Los Angeles, Calif.** Speakers: Members of U.S. Trade Mission to United Kingdom and Finland. All members also available for private consultations at Field Office.

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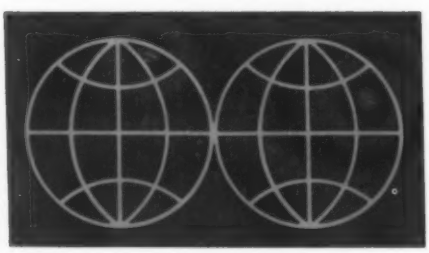

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